# Board of Trade Journal

Volume 198, No. 3817 Published by Her Majesty's Stationery Office 13 May 1970

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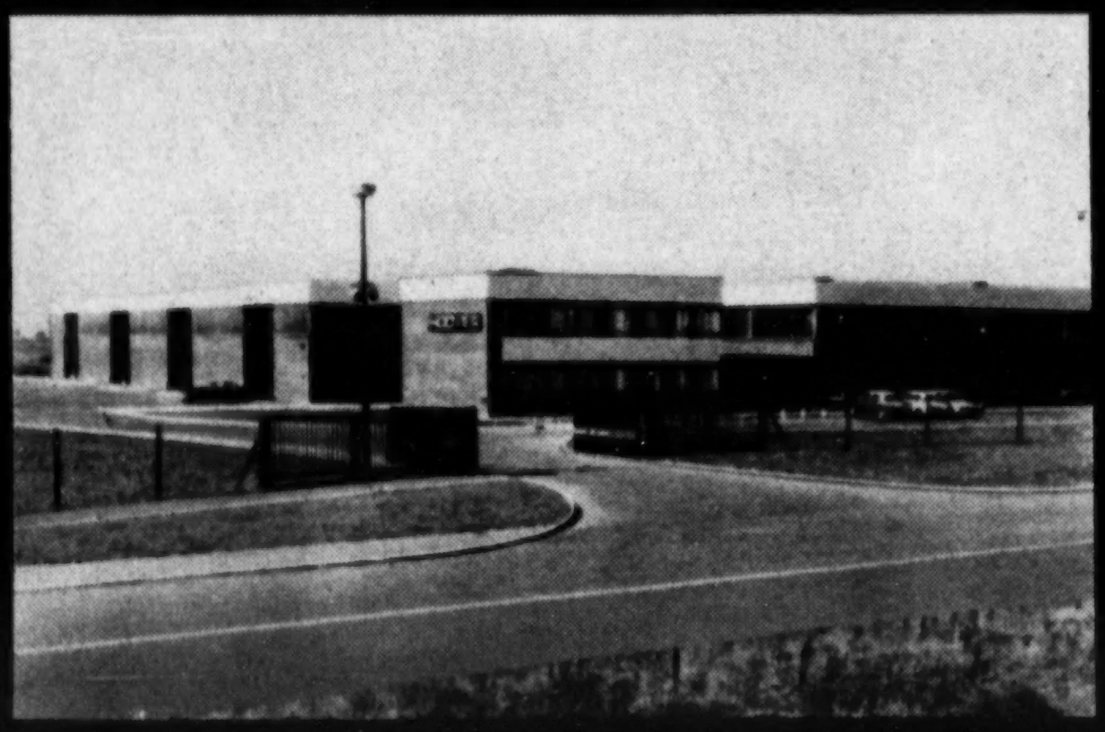
Exterior of Galbraith's/Cochrane's Special Project at Abbotsinch.



The Hoover Depot at Airdrie Estate.

Wm. McGeoch factory on Balmore Estate.

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# Board of Trade Journal

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## *Front cover photograph*

This fine bone china goblet is designed by Donald Brindley for Coalport (a Member of the Wedgwood Group) to commemorate the 350th anniversary of the Pilgrim Fathers' landing in New England. Similar in shape and size to the Prince of Wales Investiture goblet, it will be widely sold in the United States and Caribbean. Already large orders have been despatched to these markets. Limited editions of 1,000 plates and 75 hand-painted urns, also commemorating the landing, will be on sale too.

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A = annually; M = monthly; Q = quarterly; 6-M = every six months


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| Official Receivers' offices | 21 June 1969 |
| Programme of trade promotions | 11 Mar. 1970 |


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# An ABC of marketing consumer goods in the United States

By Alan Titchener, Head of Consumer Marketing Section, British Trade Development Office, New York

OPPORTUNITIES FOR THE SALE of British consumer products will be even greater in the seventies than in the sixties. The American consumer during the coming decade will not only have the desire but also the disposable income to satisfy his growing taste for imported merchandise. Real disposable income is expected to increase by 50 per cent in the next decade, much of this concentrated in the already affluent middle-aged higher income group suburban households.

The following alphabetical guide lines offer not so much suggestions for seizing specific opportunities – individual cases necessitate individual advice which should be sought from the Board of Trade – as advice on the basic principles on tackling the United States consumer market. Although intended for the newcomer to the market, it is hoped that others will also find food for thought.

**A** is of course for AMERICA, a country of truly continental proportions with a vast range of topographical, climatic and demographic differences. The Los Angelean is as far moved in distance from the New Yorker as is the New Yorker from the Londoner – and in many ways consumer attitudes are as different. It is therefore a mistake to think of the United States as a single homogeneous market, or to tackle it as such. For most consumer products, regional marketing is recommended. Start in New York, the main distribution centre, or perhaps Chicago or San Francisco, but not all three at once.

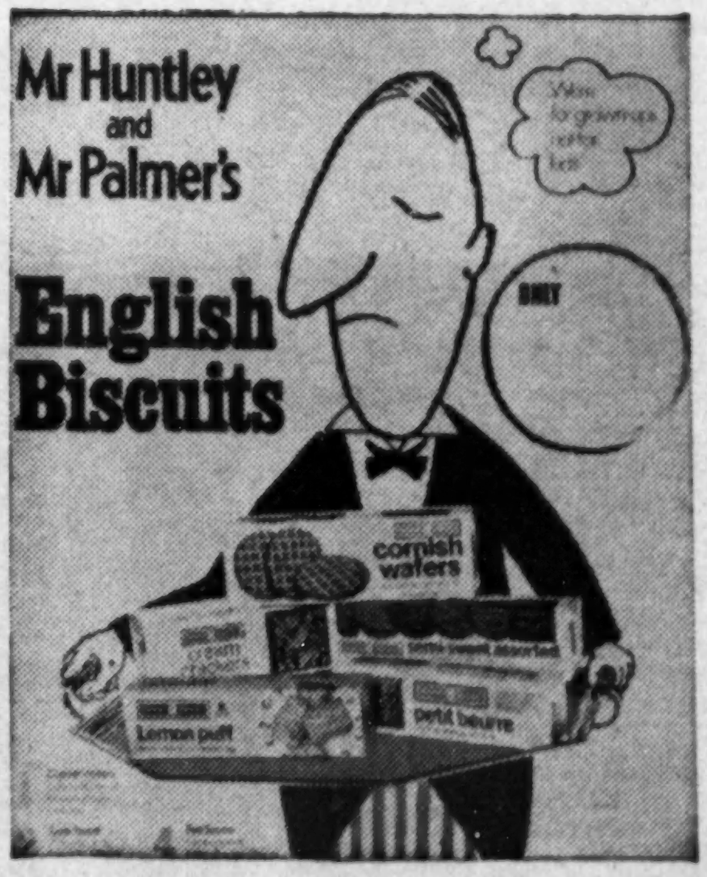
**B** is for BUYER, the key figure in retail merchandising. Within his budget and subject to his store's overall merchandising policies, the buyer rules supreme. Retail merchandising in the United States is even more competitive than at home and the buyer will be keenly aware of the need to maximise his return per square foot of selling space. Fast moving merchandise with a good mark-up it not merely an ideal but essential for survival. The American buyer will usually be more specialized than his British counterpart, but neither less cautious about trying new lines (although nothing pleases him more than a saleable novelty) nor readier to take on the problems of direct importing where his merchandising requirements can be satisfied from domestic sources. But once won over, he can be a powerful ally.

**C** is for COMMITMENT. A continuing serious commitment to exporting to the United States is essential in order to inspire customer confidence in a product, and the capacity of its manufacturer to deliver and to provide after sales support. Commitment has many facets: some of the more important are described below.

**D** is for DISTRIBUTION. An effective United States based distribution system is a prerequisite for volume sales. Many department store buyers and most smaller and specialty stores are disinclined to consider imported products unless they can buy from a local representative holding local stocks. In this way deliveries are more certain and re-orders possible at short notice (unlike their British counterparts, American retailers tend to buy more than just once at the beginning of each sales season). Good distribution costs money but the potential of the United States market can rarely be exploited without it.

**E** is for EXPORT CREDITS GUARANTEE DEPARTMENT. Insuring your export business makes sense in any market. but especially so in the United States where the usual commercial risks can be higher than elsewhere. Premiums are reasonable and policies can be

(*Continued on next page*)




*Mr. Richard Palmer, export director of Associated Biscuits Ltd., was in New York recently when the radio advertising campaign for Huntley & Palmer's biscuits was being beamed over four networks in the area. In the picture above Mr. Palmer (right) is seen in the studio of Station WNEW with disc jockey Gene Claven (left) and Mr. Stanley Moss, executive vice-president of AB America Ltd. Picture on the right shows one of 2,000 full-colour show cards for Huntley & Palmer's biscuits for distribution to grocery stores in the New York area.*

US MARKET FOR CONSUMER GOODS, *continued*

tailored to individual needs. Contact ECGD in London or at your local office.

**F** is for FLEXIBILITY. Adapt to the market. If the customer wants your product restyled or re-packaged, or insists on emphasizing different sales points, consider seriously whether the anticipated sales volume justifies any additional costs rather than insist that things continue as they have always been. Once you have found a good agent, importer/distributor or other representative, follow his advice and back his judgement.

**F** is also for FREIGHT FORWARD. A good, experienced forwarder can take much of the pain out of exporting for both you and the customer.

**G** is for GROUND WORK. Before committing resources to exporting to the United States, research the market thoroughly, preferably by a personal visit or with the assistance of good (United States-based) market consultants. This initial research should include evaluation of your product against the competition, taking into account styling, packaging and, above all, pricing. Investigate methods of distribution (agent, distributor, joint venture, own company, etc.) and discounts; the proper geographic limits for your initial investment required for distribution, promoting and advertising; probable potential share of the market; and, finally, determine the best selling strategy for your circumstances.

**H** is for HOUSES: the buying houses representing the leading United States department stores. Think of them as sources of advice on the suitability of your product for the United States department store market as well as potential customers. Remember that visiting American store buyers can often best be contacted through the export buying houses who arrange buyers' programmes. A list of export buying houses is published on page 1296 and a comprehensive list of export buying houses and the United States stores they represent can be obtained from the Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, W.C.2 (Tel. 01-248 5757, Ext. 245).

**I** is for INVESTMENT in your marketing efforts in the United States. Entering the United States market can be so expensive as to curb the enthusiasm of any board of directors, especially as it will usually be necessary to wait at least two or three years for a return on the investment. Your competitors will however be spending on promotion, advertising and warehousing, etc. It may be necessary temporarily to put in your own marketing man to launch the product or, failing that for him to make regular visits. It all costs money, but skimping rarely pays off.

**J** is for JOINT VENTURES – the Board of Trade scheme for assisting groups of British firms to participate in overseas trade shows. It would be difficult to overemphasize the importance of North American trade shows as a means of evaluating the competition and offering your product to the maximum number of potential American buyers. Ask the Board of Trade Fairs and Promotions Branch for details.

**K** is for KNOWLEDGE of your market. Keep abreast of changes and be ready to adjust your marketing strategy to meet new conditions of competition. Innovation is the key note of the United States economy. Good agents can be a great help here.

**L** is for the LEGISLATION and other regulations which impose sanitary, safety and other standards for consumer protection. Labelling requirements for garments and foods, performance standards for electrical appliances and sanitary requirements for


**The Eastern U.S. seaboard...**

plumbing and related equipment are of particular importance. They must be observed – to the letter – and approval can take considerable time. Advice on standards can be obtained from the Board of Trade.

**M** is for MISSIONS. On behalf of the Board of Trade, the British National Export Council provides financial assistance for groups of British business visitors travelling together as sponsored trade missions to overseas markets. Trade Missions (of which over 50 visited the United States in 1969) help to lessen the cost of introductory visits to the market for the newcomer, and spin out travel budgets for older hands. Apply to the BNEC for details and information on forthcoming missions.

**N** is for NOTARY. Always seek legal advice before entering into contractual relationships with American companies if only because American commercial law differs very considerably from our own. Advice in time can avoid much pain later.

**O** is for OPPORTUNITY, OBSTACLES and ORGANIZATION. The opportunity is self-apparent. Almost any British consumer product can be sold in the United States provided the marketing mix is right. There are obstacles, distance from home, as tough competition as exists anywhere and a past reputation (not always undeserved) for poor delivery and disinterest in selling to Americans. But none of the obstacles is insuperable; like any number two we merely have to try harder.

Organization for marketing in the United States is crucial. Commitment implies setting aside a proportion of production for the United States and allocating human and finanacial resources for the marketing effort there. It also implies appropriate and continuing priority for the market.

**P** is for PRICE, PACKAGING and PROMOTION: three essential ingredients (but not the only ones) to successful marketing anywhere

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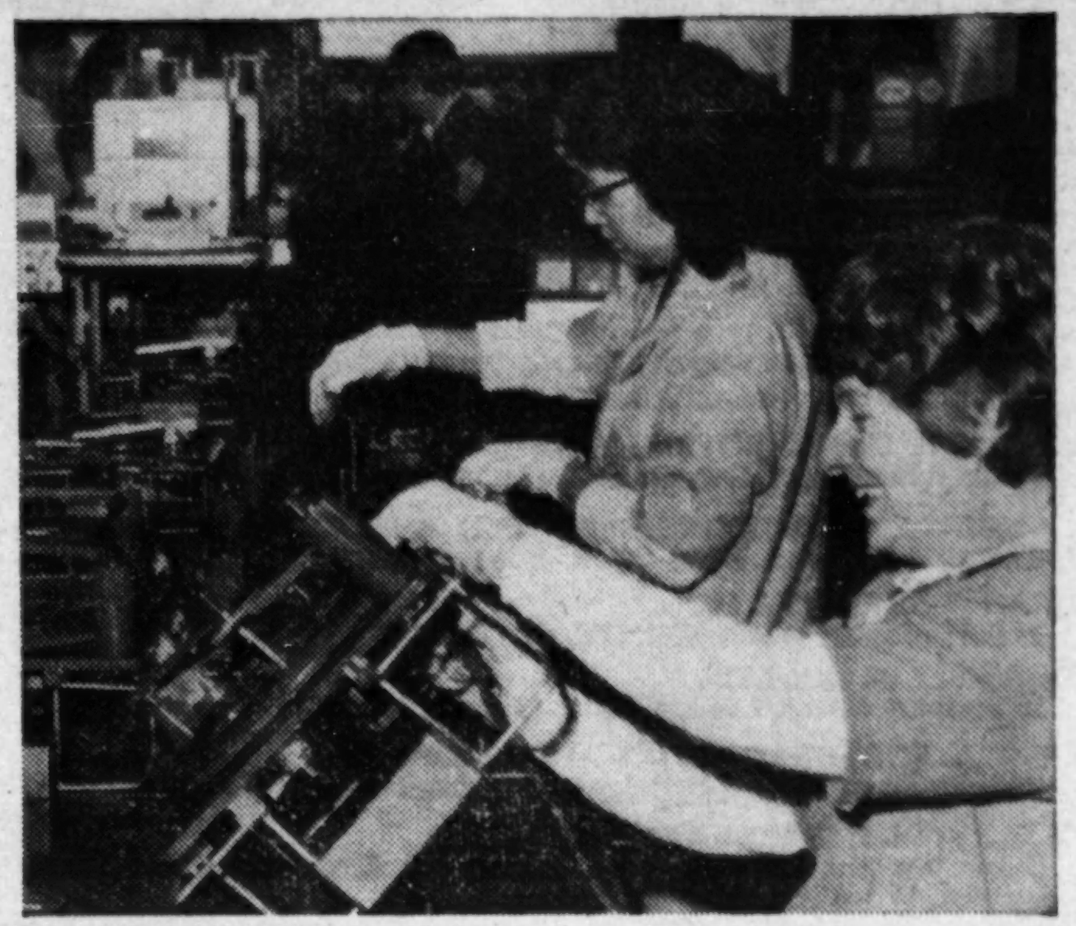

*Record players undergoing final check at the Barking Works of Magnavox Electronics, where the plant's entire production of 15,000 per week is exported to the United States. A new automatic, gas-heated finishing line has been installed at the plant.*

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# *Export Buying Houses representing United States stores*

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32 Savile Row, London, W1X 1AG. (Tel. 01-734 1106)

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Elsley House, 24-30 Great Titchfield Street, London, W1P 8AQ. (Tel. 01-636 5781)

ASSOCIATED MERCHANDISING CORPORATION
1B Baker Street, London, W.1. (Tel. 01-486 4721)

BENNETT, JAMES (BUYING AND EXPORT) LTD.
76 Grosvenor Street, London, W.1. (Tel. 01-629 7088)

CAMPBELL AND BOOKER (BUYING AND EXPORT LTD.
The Adelphi, John Adam Street, London, W.C.2. (Tel. 01-930 4041)

DEAN WARBURG LTD.
38 Savile Row, London, W.1. (Tel. 01-734 9421)

DODWELL & CO. LTD.
18 Finsbury Circus, London, E.C.2. (Tel. 01-588 6040)

GIMBEL BROTHERS & SAKS AND COMPANY
Berkeley Square House, Berkeley Square, London, W.1. (Tel. 01-629 3031)

GUS EXPORT INTERNATIONAL LTD.
Baker Warburg Division, Glen House, 200 Tottenham Court Road, London, W.1. (Tel. 01-636 8323)

GEORGE KAUFMANN (LONDON) LTD.
62 Pentonville Road, London, N.1. (Tel. 01-837 6132)

MACY, R. H. & CO. INC.
52-53 Conduit Street, London, W.1. (Tel. 01-734 4583)

MARSHALL FIELD & CO.
Westmoreland House, 127-131 Regent Street, London, W.1. (Tel. 01-734 4785)

METASCO INC.
167 Oxford Street, London, W1R 2AY. (Tel. 01-437 9324)

MONTGOMERY WARD AND CO. INC.
28 Bruton Street, London, WX1 8JE. (Tel. 01-629 0632)

MOSCROP, J. H., LTD.
11 St. George Street, Hanover Square, London, W.1. (Tel. 01-629 3067)

NEWCO MERCHANDISE LTD.
92 Cannon Lane, Pinner, Middlesex. (Tel. 01-866 4191)

PORTMAN (WHOLESALE & OVERSEAS) LTD.
40 Duke Street, London, W.1. (Tel. 01-629 8805)

THE ROBERT SIMPSON CO. LTD.
12 New Burlington Street, London, W1X 1FF. (Tel. 01-734 0441)

TERRY, CYRIL (LONDON), LTD.
4 Golden Square, London, W1R 3AE. (Tel. 01-437 0265)

ZEIGLER, O., LTD.
27 Albemarle Street, London, W1X 4EX. (Tel. 01-629 1362)

**A comprehensive list of export buying houses and the United States stores they represent may be obtained on application to Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 02-248 5757, Ext. 245).**

## US MARKET FOR CONSUMER GOODS, *continued*

and especially in the United States. Bear in mind that retail mark-ups tend to be higher than at home and that imported merchandise bears a higher mark-up than domestic products. 100 per cent is likely to be the minimum in department and specialty stores although variety chain stores will work on smaller margins and faster sales turnover. Most department stores undertake their own promotion but will look to manufacturers and/or local agents for advertising contributions. Remember that prices should always be quoted in United States dollars (rounding off in dollar terms is a good psychological ploy). Give prices both f.o.b. and landed, duty paid.

Packaging assumes even greater importance than at home, particularly in chain stores and supermarkets. 'Bubble' and see-through packs are more common than boxes. It is essential to study the competition and package for the market.

**Q** is for QUICK RESPONSE in communications. Too often American businessmen complain that their British contacts are slower than their competitors. Despite the extra cost, using the trans-Atlantic telephone and telex creates a good impression; Americans are accustomed to working this way.

**R** is for RELIABILITY. Keep delivery promises even if it costs you air freight where you reckoned on shipping by sea. Never leave the customer stranded. Merchandising is more seasonal than at home; early resort, resort, Easter, summer, back to school, Thanksgiving, Christmas, etc. Even slightly late delivery can mean that your customer misses the selling season altogether. For similar reasons, don't deliver short or substitute without prior consultation with the customer, who will generally be understanding and helpful. After all, American suppliers are not infallible either.

**S** is for SERVICE. Service your sales in the fullest sense. Provide briefing and promotional material for your customer's sales staff. Be ready to service his inventory, accepting back slow-moving lines and ensuring adequate back-up stocks of better lines. Buyers respond well to manufacturers who show interest in their problems. And, of course, if your product requires after-sales service, ensure that this is readily available to the customer through the retailer or a competent service organization.

**T** is for TRADE: the Board of Trade in London and in nine Regional Offices throughout Great Britain. The Board of Trade maintains a wide range of services for exporters including readily available (and free) advice on exporting generally and the United States market in particular. Whether you require information on tariffs, import and other regulations, export documentation or factoring, or whether you want preliminary advice on the market for your product in the United States or help in finding an agent, ask the Board of Trade. Information not already available in London is easily obtained by the Board through commercial offices in the United States.

**U** is for UNITED STATES – the British Trade Development Office in New York and our colleagues in 16 other British Government Commercial Offices in major marketing areas throughout the United States. Through the Board of Trade and with a briefing on your company, your products and your objectives, we can offer preliminary marketing advice, help with finding appropriate representation, and provide status information on potential customers. Last but not least, when you visit the United States – as we urge you to do to see the immense potential of this market – we shall be glad to suggest contacts, make introductions and assist in a variety of other ways. Our services are available whether you travel as an individual, or with a trade mission, or as a participant in a trade show. We ask only that you should give reasonable notice, through the Board of Trade, of your plans to call on our help.

**V** is for VISIT. One short visit to see for yourself the size, affluence and competitive thrust of the United States market is worth volumes of cold print. One has to experience the bustle of New York sidewalks, or the vastness of the Los Angeles conurbation, or the activity at O'Hare Airport in Chicago to appreciate the drive and pace of the American way of life, the attitudes of consumers (and their spending power) and the motivations of American businessmen. In more specific terms there is no substitute for a personal visit to assess the prospects for one's own product in the market place, to determine the right pricing policy or to find a suitable agent. But an initial visit is not enough. A good agent deserves the encouragement and support of regular visits if he is to continue doing an effective job on your behalf. Moreover, the kaleidoscope is constantly changing and the changes have to be observed on the ground if your styling. packaging and marketing are to keep up with the best of the competition.

Therefore resolve to visit the market at least twice a year; the time and cost will be a good investment.

**W** is for WAREHOUSING. At the risk of repetition, warehousing in the United States is essential for volume sales. Where to warehouse will depend on the geographical market you decide is right for you. As elsewhere, there are bonded areas avoiding import duty payments until merchandise is withdrawn for distribution. Warehousing outside the major cities is cheaper and not much less convenient. Public warehousing is widely available for initial operations.

**X** is for XENOPHOBIA. As imports grow, some sectors of American industry seek to protect themselves against the new competition by lobbying for higher tariffs, import quotas and the like. These pressures cannot be ignored but they should not be exaggerated. Remember that successive United States Governments have, in fundamentals, pursued liberal foreign trade policies. Moreover, most Americans recognize that trade is a two way street and regard Britain as an ally willing to buy from them provided that she can continue to sell in the United States market. And of course we buy more from them than they from us.

A special kind of xenophobia exists in the public sector market. Purchases by Federal Government agencies are subject, under Buy American regulations, to a price preference in favour of domestic supplies. The barrier is not insuperable and British companies wishing to sell to public authorities at both Federal and State levels should consult the Board of Trade about the relevance of Buy American practices to their plans.

**Y** is for YOU. The American market for imported consumer merchandise is large, affluent and growing. But only you can assess whether it is the right market for your company; there is nothing to be ashamed of in deciding that it is not. If you do decide to tackle the market, resolve to enter it to stay. Don't take short cuts; develop a sound marketing strategy with local help and advice. Be prepared for a long haul to become firmly established; few of the most successful British firms in the market found that they broke even in less than two to three years. But hard work plus perseverance plus a willingness to meet the market on its own terms can bring a sweet reward.

**Z** is for ZED (English) and for ZEE (American). Although 'two countries divided by the same language' is an exaggeration, do not be deceived by superficial similarities. Americans think differently, attach different meanings to words common to both countries and adopt different business practices. Be sure you understand your business partners before reaching irrevocable agreements. Take advice, legal advice where appropriate, and be ready to meet Americans on their own terms.

## *Consumer goods in the United States*

EACH YEAR, from its records, the British Consulate General in New York produces a buyers' guide to sources of supply of British consumer goods selling in the United States which is widely distributed to buyers in American department and chain stores and to other large potential trade buyers in the United States. Among other information, the guide lists under classified product headings the names and addresses of British exporters, gives a brief description of their products and shows the names and addresses of their United States agents or distributors. The current edition, which lists over 2,000 British suppliers, is divided into the following product classifications:

- Foodstuffs, confectionery and beverages
- Clothing infants wear
- Children's wear
- Children's footwear
- Women's coats and suits
  - Knitwear
  - Dresses
  - Sportswear and casual wear
  - Rainwear
  - Lingerie
  - Scarves, stoles and millinery
  - Gloves
  - Footwear
- Men's outerwear
  - Knitwear
  - Hosiery
  - Sportswear and casual wear (inc., leather, suede and sheepskin)
  - Underwear and nightwear
  - Hats, scarves, neckwear, handkerchiefs
  - Furnishings (i.e. accessories)
  - Gloves
  - Footwear
- Fashion jewellery
- Silverware, stainless steel ware and cutlery
- China, pottery and glassware
- Giftware (including brassware and pewter)
- Handbags and small leather goods
- Travel goods
- Textiles – piecegoods and fabrics
  - Domestic linens and blankets
- Household goods
- Furniture
- Carpets and floorcoverings
- Wall coverings
- Antiques
- Toys and games
- Sports equipment and active sports clothing
- Stationery
- Books and magazines
- Art prints, pictures, etchings, frames
- Artists materials, arts and crafts supplies
- Radio, audio and hi-fi equipment
- Tobacco, pipes and smokers accessories
- Toliet preparations
- Typically Scottish, Welsh and Northern Ireland products (included also under other headings as applicable).

The task of updating this information is one of considerable magnitude. Preparations are now being made for the 1971 edition and British suppliers of consumer goods selling to the United States are invited to assist by providing the following information in the form indicated by the example below:

| UNITED KINGDOM SOURCE (a) | UNITED STATES AGENT/ IMPORTER (b) | ITEMS (c) |
|---|---|---|
| Consumer Goods Manufacturers Ltd., Five Ways House, Islington Row, Birmingham 15. | John Doe Inc., 845 Third Avenue, New York, NY 10022. | Silver plated and stainless steel tableware. |

London Showroom or Agent: W. Smith Ltd., 35 Old Bailey, London, E.C.4.

**Notes:**

a. Where the supplier has a separate showroom/office or export agent in London or other main centre, this should be given as shown. This is useful information for the visiting United States buyer.

b. The name and address of the organization or person in the United States to whom trade buying inquiries should be directed. In the absence of any entry in this column it will be assumed that such inquiries should be made direct to the United Kingdom addresses given in the first column.

c. Brief description of the products selling in the United States. Suppliers of typically Scottish, Welsh or Northern Ireland products (e.g. Kilts, Scottish jewellery, etc.) should indicate this. Brand names may be quoted.

Information in this form should be sent (in duplicate please – quoting the reference ESB 10175/70) to Export Services Division (Room F 35), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, for forwarding to the British Consulate General, New York by the end of June 1970.

Suppliers who have within the past year notified either the British Consulate General or Export Services Division/Board of Trade Regional Office of their arrangements for representation in the United States need not do so again in response to this notice, unless there has been any change in the interim. Trade Associations, Chamber of Commerce, Export Clubs, etc. having members exporting consumer goods to the United States are invited to cooperate by repeating this notice in their own bulletins to members.

Inquiries about this notice should be addressed to Export Services Division, Room F 35 (Tel. 01-248 5757, Ext. 250).

## Mr. Mason to attend EFTA meeting at Geneva

MR. ROY MASON, President of the Board of Trade, and Mr. George Thomson, Chancellor of the Duchy of Lancaster, Foreign and Commonwealth Office, will head the United Kingdom delegation at the EFTA and FINEFTA Ministerial Councils in Geneva, May 14 and 15.

Ministers at Geneva are expected to discuss the Secretary-General's report on the actvities of the association and external economic relations including European integration and general trade policy questions.

## Members of Los Angeles Area Chamber of Commerce visiting London

AN IMPORTANT MISSION from the Los Angeles Area Chamber of Commerce has been visiting London from May 11 to 13. The mission, led by Mr. William Simpson, president of the Chamber, has been visiting London at the joint invitation of Mr. Roy Mason, President of the Board of Trade, and Lord Rootes, chairman of the BNEC Committee for Exports to the United States to discuss with Ministers and officials plans for the British Trade Drive in California and matters of civic interest. Their major interests are in the field of urban problems – rapid transit systems, pollution and noise control, and urban renewal – and members of the Mission have been discussing these problems with London Transport, the British Consultant's Bureau and the London and Westminster Chambers of Commerce.

On May 11 the members of the Mission met Lord Brown, Minister of State, Board of Trade and were entertained to lunch by the President of the Board of Trade at Lancaster House. In the afternoon they met representatives of London Transport and attended a reception given by the Lord Mayor of Westminster.

The British Consultants Bureau gave a luncheon in their honour on May 12 and in the evening the visitors were the guests of the British National Export Council at a dinner on the Port of London Authority boat 'Silver Marlin'.

The mission meets the Lord Mayor of London today (May 13) and will be entertained to luncheon at the Guildhall. They will also meet representatives of the London Chamber of Commerce, headed by Lord Redmayne, director of Harrods. There will be a reception at Admiralty House in the evening at which Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, will be the hostess.

## American small firms adviser meets the Bolton Committee

MR. MAX DOMBROWSKY, the Secretary-Treasurer of the Los Angeles regional office of SCORE (the Service Corps of Retired Executives, a Government-sponsored voluntary service which provides free management advice to small firms) is on a two months' study visit to the United Kingdom. During his visit he is meeting the Secretary of the Committee of Inquiry on Small Firms, Mr. D. C. Hartridge, at the Board of Trade, to discuss the progress of the inquiry and, the provision of advisory services for small firms in Britain. Arrangements have also been made for him to meet a member of the committee, Mr. Edward L. G. Robbins, vice-chairman of the Industrial Training Foundation, and, in addition, officials of the following bodies: the British Productivity Council (BPC), the Council for Small Industries in Rural Areas (CoSIRA), the Confederation of British Industry, the Smaller Businesses Association, the DEP, and the Ministry of Technology.

After his British visit he will visit Norway, France and Germany to meet officials interested in policy towards small firms.

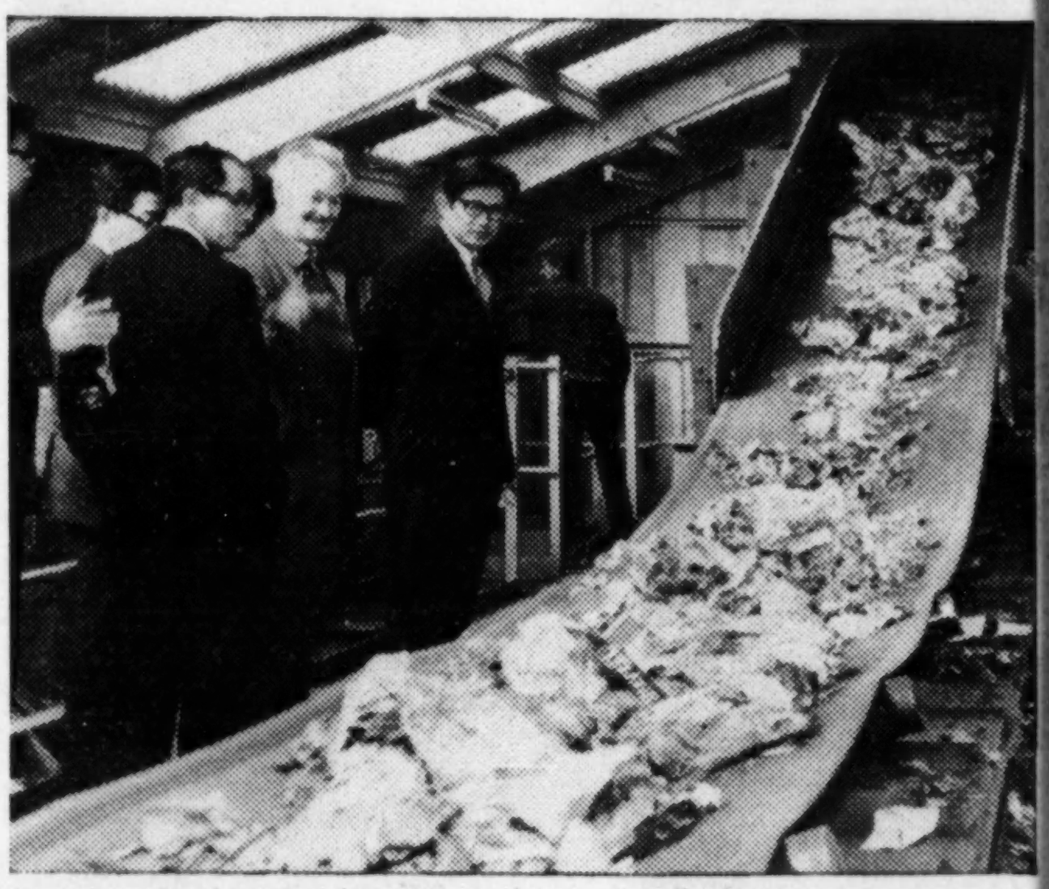
## ECGD backs £3.5 million contract for New Zealand rail ferry

THE EXPORT Credits Guarantee Department has signed a Financial Guarantee covering the financing of a railway ferry, worth £3.5 million, for the New Zealand Government, Railways Department.

The ferry, which is to operate on the inter-island Cook Strait service between Wellington and Picton, is scheduled for delivery in December 1971 and is being built by Upper Clyde Shipbuilders Limited of Glasgow.

The loan, of £2.8 million to the New Zealand Government, Minister of Finance, is being made available by S. G. Warburg & Co. Ltd., acting on behalf of a syndicate of banks comprising Bank of Scotland, Clydesdale Bank Ltd., National Westminster Bank Ltd., and the Royal Bank of Scotland and is repayable over a period of eight years from scheduled date of delivery.

*Mr. Roy Mason (second from left), President of the Board of Trade, with members of a party of Argentinian journalists at the second meeting of the Anglo-Argentine Joint Trade Committee, in London, on May 5. The President spoke of 'BA 70' – the British Industrial Exhibition to be held in Buenos Aires from November 5 to 15 – which he said would be the largest single British exhibition to be held overseas in 1970.*



*During a one-month European tour studying Western environmental technology, a high ranking delegation from Japan visited the refuse disposal plant erected on the Longmead Light Industrial Estate for the Borough of Epsom and Ewell by John Thompson Ltd., the Wolverhampton engineering group. Led by Mr. K. Murakami, adviser to the Minister of Foreign Affairs, the 13-strong Japanese Committee on Human Environment were studying such problems as environmental pollution and waste disposal.*

*As part of his visits to British exporters Mr. Roy Mason, President of the Board of Trade, paid a visit to the National Stud, Newmarket, on May 1. Bloodstock exports are estimated to be worth at least £3 million (1969), main markets being South America, Australia, New Zealand, South Africa and Japan. In this picture Mr. Mason is seen with a three-week-old foal out of 'Sheer Joy'* (*See also last week's* Journal, *page* 1207.

*Lord Brown, Minister of State, Board of Trade, was a guest at a luncheon following the 30th Annual General Meeting of the Export Group of the Paintmakers' Association in London on May 1. He is seen here (centre) with Mr. J. Whitehorn (left), deputy director-general, Confederation of British Industry, and Mr. K. S. Flory, chairman of the Paintmakers' Association. The 61 companies of the Export Group seek to take advantage of Britain's lead in paint technology. Paint exports in 1969 reached a record £16½ million.* (*See also last week's* Journal, *page* 1206).

## *Mr. Benn discusses economic assessment to 1972*

MR. ANTHONY WEDGWOOD BENN, Minister of Technology attended a meeting of the Economic Development Committee for the Electronics Industry on May 5, and presented the initial reply of the Government to the bulk of the recommendations made by the EDC in their report on the Economic Assessment to 1972.

The Minister said that the Government greatly welcomed the response of the Electronics EDC and other EDCs to last year's Green Paper 'The Task Ahead'. He emphasized that the views which had been expressed by Government on the wide-ranging recommendations in the Economic Assessment Report of the Electronics EDC should be regarded as a further stage in the continuing dialogue between industry and Government, with the object of harmonizing corporate, industrial and national economic planning. The Government, through NEDC, would shortly be considering how the exercise could usefully be carried forward.

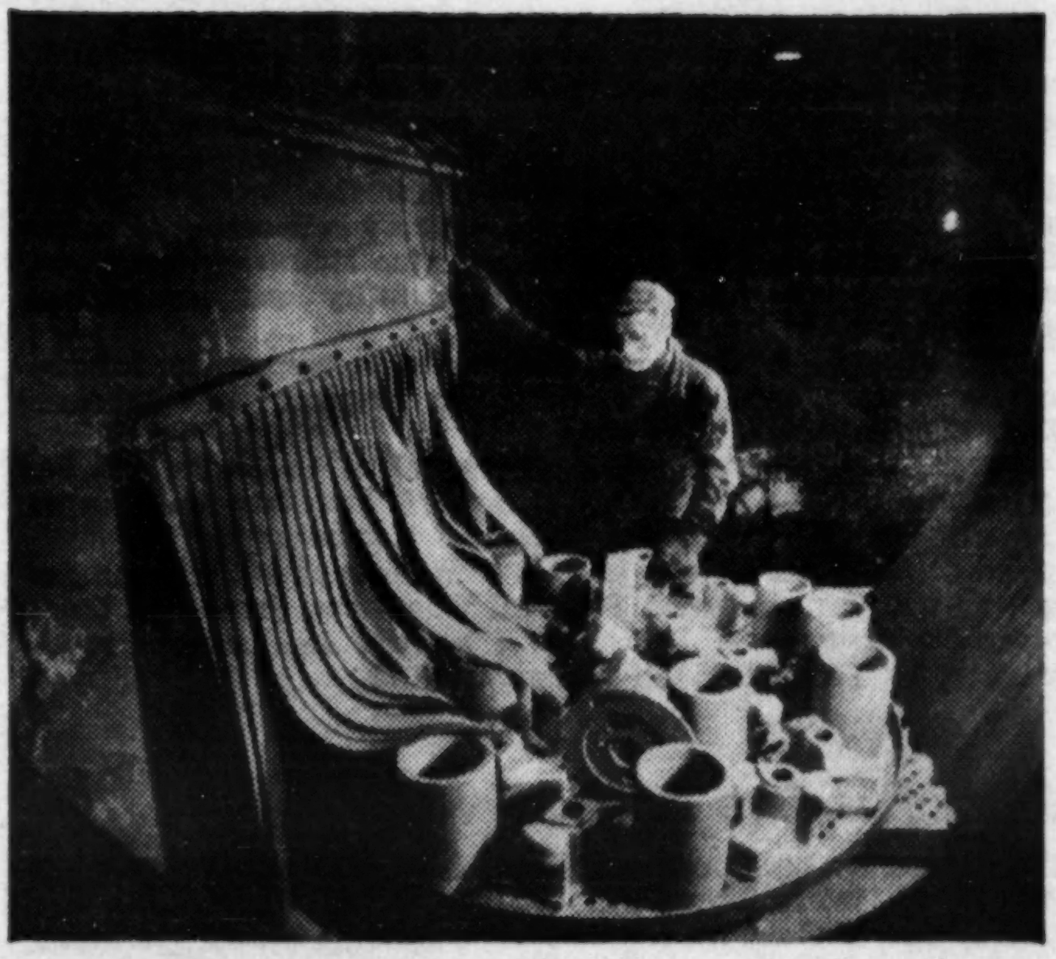
During the discussion, attention was focused on the problem faced by the industry in raising the capital necessary for the continued expansion of the industry. This nvolved not only capital expenditure on plant and machinery, but also expenditure on research, and even more importantly on development, design, marketing and other launching costs associated with new products.

The representatives of management on the Committee estimated that the United Kingdom electronics industry would need to mobilize a very large sum of money for capital expenditure by 1980 merely in order to maintain its share of the home market. It was recognized that this problem affected the electronics industries of other countries, and the EDC will be examining ways of improving the effectiveness of the use of capital resources and labour resources in the United Kingdom so that we are placed in at least as good a position as our competitors in financing the increase in output needed over the next 10 years.

Attention was also focused on the potentially valuable contribution of the smaller firm in the electronics industry. It was suggested that these firms faced greater difficulties than their counterparts in a number of other industrial nations, for a wide variety of reasons. The EDC in conjunction with other bodies will be considering the problem of these firms in raising the risk capital they required. A start on this work will be made after the EDC has examined the report of the Bolton Committee on Small Firms.

## *Metrication Board's first report*

'GOING METRIC – the first five years'; the Metrication Board's first report for 1965 to 1969 is to be published today (May 13). Copies are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 12s. 6d. An article by Mr. Gordon Bowen, director of the Board, will be published in next week's issue.



*Stainless steel castings under inspection after shot blasting at the Glasgow Foundry of Dewrance Metals. The company's highly mechanized plant produces most types of castings for original equipment and machinery manufacturers throughout the world.*

**EXPORT HANDBOOKS**

*The Board of Trade has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), Board of Trade, 1 Victoria Street, London, S.W.1.*

# Mintech appoints director for reorganized Office for Scotland

THE MINISTRY of Technology has announced that the post of Director of its Office for Scotland will be at Under Secretary level, and that Mr. Philip Homan has been appointed on promotion to fill the post. The appointment took effect from April 15.

In Scotland, the staff of the Board of Trade and Ministry of Power who were transferred to the enlarged Ministry of Technology are now being brought together with the old Mintech staff into an integrated organization under the new Director.

The Ministry's main Office for Scotland will be at 314 St. Vincent Street, Glasgow C3, where the Director will be located. He will have overall responsibility for the whole range of the department's functions in Scotland. There will also be an office in Edinburgh at 71 George Street, Edinburgh 2. This will be headed by Mr. David Turner, previously the Ministry of Power's Senior Officer for Scotland, who will have special responsibility for liaison with the Scottish Office and with the Energy and Steel Industries in Scotland. The work of the department in support of Industrial Technology which is currently undertaken from the Old Mintech office at 6 Randolph Crescent, Edinburgh 3, will eventually be based at the main office in Glasgow.

The District Office of the Department at Inverness will be maintained.

The total strength of the Ministry's new Office for Scotland will be about 120.

**Functions of the Mintech's new Office for Scotland**

The amalgamation of the Power and Technology functions with certain of those of the Board of Trade will enable the Government to operate more effectively in its Regional Development Policies.

The Ministry of Technology now has responsibility for virtually the whole of Manufacturing Industry, for the Steel and Energy Industries (except for the Electricity Industry in Scotland for which the Secretary of State is responsible), for the Industrial Reorganization Corporation, for Location of Industry and for assisting Regional Industrial Development.

The Office of Scotland will continue to be responsible for promoting the Government's effort in support of Industrial Technology.

Mr. P. J. L. Homan joined the Board of Trade in 1949 and served for 10 years in the Commercial Relations and Exports Department, before becoming Regional Controller for the Board of Trade, Midland Region, in 1960 with the rank of Assistant Secretary. He was appointed Principal Controller, Board of Trade, Office for Scotland in 1966, a post he held until transfer to the Ministry of Technology on January 1, 1970.

# Moneylenders Acts 1900-1927

THE FOLLOWING CHANGES have taken place during the six months from October 1, 1969 to March 31, 1970, in the list of companies which hold Orders of Exemption, issued under Section 6 (e) of the Moneylenders Act 1900:

**Additions:**
Beverley Acceptances Ltd.
Blane & Enfield Ltd.
Buckwood Finance Ltd.
Camfund Ltd.
Campbell & Lincoln Finance Ltd.
Campbell Discount Co. Ltd.
Cashbonds Ltd.
Cole Port Investments Ltd. (The)
Finansurance Ltd.
First British American Corporation Ltd. (The)
GEC Investments Ltd.
Hobbart Properties Ltd.
International Maritime Finance (Investments) Ltd.
John Berry Brian & Co. Ltd.
Master Bakers & Confectioners Finance Co. Ltd.
Meteor Hire Purchase Facilities Ltd.
Spiraflite (Finance) Ltd.
Syndicate Credits (Cambridgeshire) Ltd.
Syndicate Credits (Derbyshire) Ltd.
Timber & General Finance Ltd.

**Deletions:**
A. Booth (Estates) Ltd.
A. L. Factors Ltd.
Ackroyd & Abbott Ltd.
Allied Factors Ltd.
Aylesford Finance Ltd.
Circle & Piotrkow Provident & Investment Society Ltd.
Commercial Credit & Discount Co. Ltd.
Courtway Finance Ltd.
Credit for Industry Ltd.
Depot Finance Ltd.
Dorset Somerset & Wilts. Investment Society Ltd.
Finance Facilities (Leeds) Ltd.
First National Housing Trust Ltd.
Greenflags Securities Ltd.
Ivandale Investors Ltd.
Lancashire Engineering & Equipment Co. Ltd.
Landgran Ltd.
Mobil Europe Inc.
Mobil Services Co. Ltd.
Norman Frizzell (Life & Pensions) Ltd.
Southern Finance Co. Ltd.
Suffolk Securities Ltd.
Syndicate Credits (Devon) Ltd.
Syndicate Credits (Hertfordshire) Ltd.
Syndicate Credits (Holland Lincolnshire) Ltd.
Syndicate Credits (Merionethshire) Ltd.
Syndicate Credits (Oxfordshire) Ltd.

**Changes of Name:**
Arbuthnot Export Finance Ltd. (now Vigo Industrial Developments Ltd.)
Devrose Finance Ltd. (now Red Dragon Investments Ltd.)
Laurentide Securities Ltd. (now National City Financial Trust Ltd.)
South Birmingham Permanent Money Society Ltd. (The) (now South Birmingham Savings Society Ltd.)

The following changes have taken place during the six months from October 1, 1969 to March 31, 1970, to the list of persons who hold certificates under Section 123 of the Companies Act 1967 to the effect that they have satisfied the Board of Trade that they can properly be treated for the purpose of the Moneylenders Acts 1900 to 1927, as being persons *bona fide* carrying on the business of banking:

**Additions**
Bank of New Providence Ltd.
Hume Corporation Ltd.
Northern Commercial Trust Ltd.
Robert Fraser & Partners Ltd.
E. D. Sassoon & Co. Ltd.

**Deletion**
Banque de Paris et des Pas Bas Ltd.

**Changes of Name**
Finance for Trade Ltd. (now Ufitec Trust Co. Ltd.)
Martins Bank Trust Co. Ltd. (now Barclays Bank Trust Co. Ltd.)
National Provincial & Rothschild (International) Ltd. (now Rothschild Intercontinental Bank Ltd.)
Whyte Brecher & Gasc Ltd. (now G. T. Whyte & Co. Ltd.)

# Disclosure of information about imports

CONSIDERATION IS BEING given under Section 3 of the Finance Act, 1967 to the disclosure of information relating to the import of the following goods:

| 1969 Statistical Classification of Imports | Description |
|---|---|
| 712 41 | Cream separators |
| 712 47 | Other dairy machinery |
| 718 21 | Grain milling, etc., machinery |
| 718 22 | Dough machinery |
| 718 23 | Other bakery and biscuit machinery |
| 718 25 | Chocolate machinery |
| 718 26 | Sugar confectionery machinery |
| 718 28 | Brewing machinery |
| 718 30 | Other food machinery |
| 719 50 | Filling, etc., machinery |
| 719 56 | Chocolate, etc. wrapping machinery |
| 719 58 | Other filling, etc., machinery |

The Government are consulting the Association of British Chambers of Commerce on this proposal and the Association will take into account any views received from importers by June 3. The address of the Association is: Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4.

## The Import Duties (Temporary Exemptions) (No. 5) Order 1970

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 5) Order, 1970.

The Order provides for the temporary exemption from import duty, for specified periods, of dried chicory root, certain tinplate ends for cans, and three chemicals, all as specified in the Schedule to the Order.

The Order came into operation on May 9, 1970, and has been published as Statutory Instruments 1970 (SI 1970 No. 694).

Copies of the Order are available from HMSO, 49 High Holborn, London, W.C.1, and branches (price 6d.), or by post from HMSO, PO Box 569, London, S.E.1 (price 10d.)

## Provisional anti-dumping order on zirconium dioxide from USSR

THE BOARD OF TRADE give notice that they are considering an application for the imposition, under the Customs Duties (Dumping and Subsidies) Act, 1969, of an anti-dumping duty on imports of zirconium dioxide originating in the Union of Soviet Socialist Republics. The applicants have also sought the imposition of a provisional charge to duty pending the outcome of a full investigation into the application.

Having considered the facts so far before them, the Board of Trade have made the Anti-Dumping (Provisional Charge to Duty) (No. 3) Order, 1970, imposing on and from May 9, 1970 a provisional charge of duty of £275 per ton on zirconium dioxide originating in the Union of Soviet Socialist Republics. For the purpose of implementing this Order, the Board of Trade have directed that proof of the country of origin shall be furnished to HM Customs and Excise in respect of zirconium dioxide exported to the United Kingdom from Bulgaria, Czechoslovakia, the Federal Republic of Germany, the Soviet Zone of Germany, Hungary, Poland, Rumania and the Union of Soviet Socialist Republics.

Copies of the Order (SI 1970 No. 679) are available from HMSO 49 High Holborn, London, W.C.2, and branches, price 6d. (10d. by post from HMSO, PO Box 569, London, S.E.1).

The Board of Trade are now proceeding to a full investigation of the application. A statement of the applicants case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence. Requests for the statement, together with an undertaking in these terms, should be addressed in writing to the Tariff Division, Board of Trade, Room 103, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing to the Board of Trade at the above address as soon as possible and not later than May 29, 1970. Such representations in summarized form and without attribution to the source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

**Notes:**

The Provisional Charge to Duty Order will remain in force for three months unless previously extended or revoked or superseded by an Order imposing a defining anti-dumping duty (which may be made retrospective to the date of the imposition of the provisional charge but not before). The rate of any retrospective duty cannot be higher than the provisional charge.

A provisional charge is not a duty as such; but security, normally by cash deposit, will be required by HM Customs for the payment of any restrospective duty which may be imposed.

If an Order imposing a retrospective duty is not made before the provisional charge lapses or is revoked, the security will be returned. If such an Order is made, the security will be set off against the duty. If the period or rate of the retrospective duty is less than that of the provisional charge, the appropriate repayments will be made.

## Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing Unitel Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current callendar year, when they are reviewed.

Interested parties who wish to make representation should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 27.

| Tariff Heading | Proposed definition for tariff purposes | Applied for as | Exemption required until | Reference |
|---|---|---|---|---|
| 29.13 | *n*-Butoxybenzyl phenyl ketone | n-butyl ether of benzoin | December 31, 1970 | 13432 |
| 29.14 | *iso* Propyl chloroformate | As in previous column | December 31 1970 | 13446 |
| 29.25 | *N* - [2. 2, 2-Trichloro-1-(3, 4-dichloroanilino) ethyl] formamide | 1-(3, 4-Dichloroanilino)-1 - formyl - amino-2. 2, 2-trichloroethane | December 31 1970 | 13434 |
| 29.29 | *O* - α - Cyanobenzylideneamino *OO*-diethyl phosphorothioate | BSI Phoxim | December 31. 1970 | 13435 |
| 29.31 | 5 - (1 - Methylbutyl) - 5 - (2 - methylthioethyl) - 2 - thiobarbituric acid sodium derivative | 5 - (1 - Methylbutyl) - 5 - (2 - (methylthio) ethyl-2 - thiobarbituric acid sodium salt | December 31 1970 | 13438 |
| 29.35 | Aminocrine hydrochloride | 9 - Aminoacridine hydrochloride | December 31, 1970 | 13439 |
| 39.02 | Sticks of polystyrene, incorporating a volatile blowing agent capable of expanding the sticks to a rigid foam at a temperature of 90° centigrade or more | Unexpanded polystyrene strands etc. | December 31, 1970 | 10957 |
| | Polystyrene, incorporating a volatile blowing agent capable of expanding the material to a rigid foam at a temperature of 90° centigrade or more, in the form of pieces having an overall length of not less than 8 millimetres and an overall width of not less than 4 millimetres | Unexpanded polystyrene strands, etc. | December 31, 1970 | 10957 |
| 51.02 | Monofil of polystyrene, incorporating a volatile blowing agent capable of expanding the filament to a rigid foam at a temperature of 90° centigrade or more | Unexpanded polystyrene strands, etc. | December 31, 1970 | 10957 |
| 74.04 | Cold rolled flat rectangular brass sheets of a thickness of not less than 0·295 millimetres nor more than 0·315 millimetres, of a width of not less than 660 millimetres nor more than 702 millimetres and of a length of not less than 965 millimetres nor more than 1,016 millimetres | High quality brass sheets | December 31, 1970 | 10882 |

**NOTE; Withdrawal of Application**

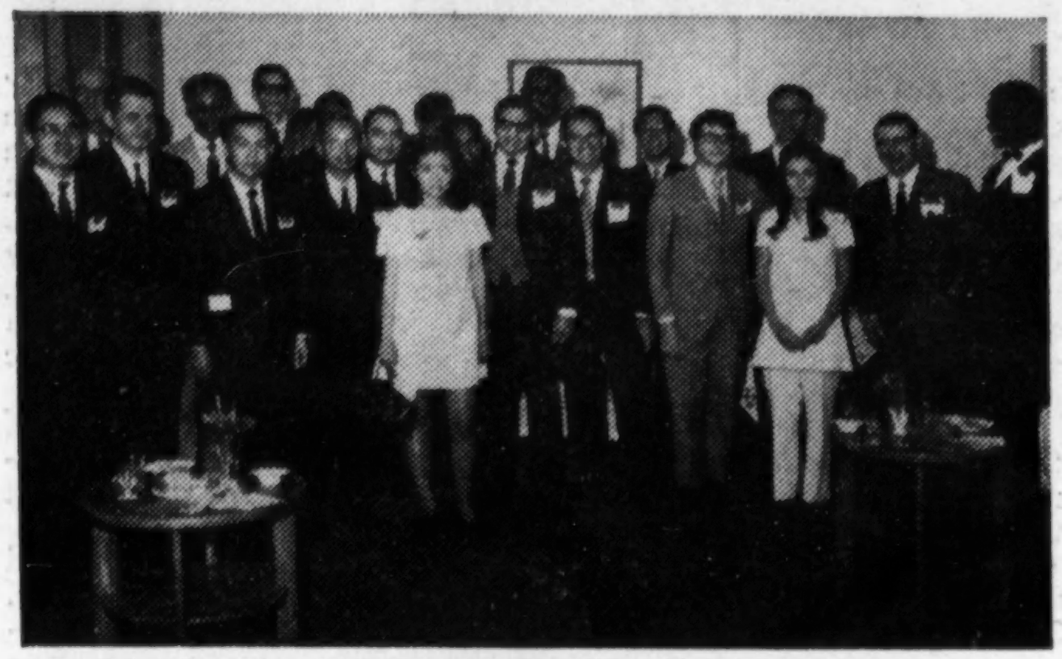
Interested parties may wish to know that the application for temporary exemption from import duty of Phenylephrine hydrochloride (29.23) published on page 1010 in the *Board of Trade Journal* dated April 15, 1970, has been withdrawn.

**Government Publications**

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1

## UK EXPORT PROMOTION TRAINING COURSE FOR OFFICIALS FROM DEVELOPING COUNTRIES



*Officials from 15 developing countries were welcomed at a reception given to mark the opening of the fifth specially orientated export promotion training course organized jointly by the Board of Trade and the Ministry of Overseas Development in collaboration, this time, with Holly Royde College, University of Manchester. Nomination facilities for the course were available to the UNCTAD/GATT International Trade Centre, Geneva. The course is a practical demonstration of the readiness of the United Kingdom to help developing countries towards economic advancement. The picture shows the officials with their Course Director, Dr. A. Wilson of the University of Manchester Extra-mural Department (second from left).*

## *Provisional anti-dumping order on Rumanian cucumbers*

THE BOARD OF TRADE have made the Anti-Dumping (Provisional Charge to Duty) (No. 4) Order, 1970, imposing on and from May 11, 1970, a provisional charge to duty of £2 per cwt on cucumbers originating in Rumania.

This provisional charge to duty has been imposed by the Board after consideration of the facts put before them in an application for the imposition, under the Customs Duties (Dumping and Subsidies) Act, 1969, of an anti-dumping duty on Rumanian cucumbers. The provisional charge to duty has been imposed pending the outcome of a full investigation into this application with which the Board is now proceeding.

A statement of the applicants' case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence. Requests for the statement, together with an undertaking in these terms, should be addressed in writing to the Board of Trade, Tariff Division, Room 103, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing to the Board of Trade at the above address as soon as possible and not later than May 29. Such representations in summarized form and without attribution to the source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

**Notes:** The Provisional Charge to Duty Order will remain in force for three months unless previously extended (for a maximum period of three months) or revoked or superseded by an Order imposing a definitive anti-dumping duty (which may be made retrospective to the date of the imposition of the provisional charge but not before). The rate of any retrospective duty cannot be higher than the provisional charge.

A provisional charge is not a duty as such; but security, normally by cash deposit, will be required by HM Customs for the payment of any retrospective duty which may be imposed.

If an Order imposing a retrospective duty is not made before the provisional charge lapses or is revoked, the security will be returned. If such an Order is made, the security will be set off against the duty. If the period or rate of the retrospective duty is less than that of the provisional charge, the appropriate repayments

## *Advance factory to be built at Cleator Moor*

THE ENGLISH Industrial Estates Corporation has announced that a contract worth about £51,600 had been awarded to Eden Construction Ltd., of Carlisle for the construction of a 15,000 sq. ft. advance factory on the Cleator Moor Industrial Estate, Cumberland. Architects for this project are Douglas Marriott, Worby & Robinson of Carlisle and the Quantity Surveyors J. G. Hellawell & Partner of Newcastle.

Work should be started shortly and the unit should be ready for occupation in December 1970.

This is the fourth advance factory to be built at Cleator Moor and was authorized under the replacement programme after Alan Pidgeon Ltd., had taken over the third advance factory.

## *Pump manufacturers occupy Middlesbrough advance factory*

THE MINISTRY of Technology have announced that Wesco Services Ltd. have taken occupation of a vacant 5,000 sq. ft. factory on the East Middlesbrough Estate which is managed by the English Industrial Estates Corporation. Wesco Services Ltd., of Glasgow, are to use their new premises for the manufacture of high pressure water pumps and will also provide a cleaning service for heavy industrial plants. The company have already started installing machinery and should be in production within the next few weeks. When fully operational the firm expect to be employing 20 men.

## *Patents endorsed 'Licences of Right'*

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified.

| Number | Grantee | Subject-Matter |
|---|---|---|
| | April 20, 1970 | |
| 908,209 | Standard Telephones & Cables Ltd. | Frequency deviation detector |
| 910,249 | Standard Telephones & Cables Ltd. | Enclosure devices |
| 938,382 | Standard Telephones & Cables Ltd. | FM modulator with AFC |
| 971,880 | Standard Telephones & Cables Ltd. | Coil winding machines |
| 1,002,049 | Standard Telephones & Cables Ltd. | Regulated D.C. supplies |
| 1,004,518 | Standard Telephones & Cables Ltd. | Storage tube circuit |
| 1,039,174 | Standard Telephones & Cables Ltd. | Method of transmitting information within a continuous wave train by means of a serial code |
| 1,059,051 | Standard Telephones & Cables Ltd. | Magnetic contact device |
| 1,077,655 | Standard Telephones & Cables Ltd. | Cold pressure welded enclosure devices |
| 1,082,936 | Standard Telephones & Cables Ltd. | Electromagnetic structures and relays using such structures |
| 1,090,028 | Standard Telephones & Cables Ltd. | Magnetic core assembly |
| 1,139,770 | Standard Telephones & Cables Ltd. | Second order pressure gradient microphone |
| | April 21, 1970 | |
| 887,522 | Etablissements Merlin & Gerin | Magnetic blow-out electrical circuit-breakers |
| 923,820 | Etablissements Merlin & Gerin | Contact assembly for electric switches |
| 932,978 | Agfa A.G. | Hardening proteinous materials |
| 943,435 | Etablissements Merlin & Gerin | Protection device for electric interrupters disposed in a deflagrating medium |
| 961,393 | Etablissements Merlin & Gerin | Arc extinguishing devices |
| 965,463 | Etablissements Merlin & Gerin | Electric circuit breakers |
| 976,070 | Etablissements Merlin & Gerin | Compressed gas circuit breaker having a spherical metal reservoir |
| 1,113,807 | Agfa A.G. | Amidophospheric acid esters and their use as antistatic photographic materials |
| | April 24, 1970 | |
| 1,067,759 | International Standard Electric Corporation | System for converting a decimal fraction of a degree to minutes. |
| 1,100,500 | International Standard Electric Corporation | Production of sawtooth shaped wanes for use in deflection system of a cathode ray tube |
| 1,100,634 | International Standard Electric Corporation | Frequency divider with variable digital ratio |
| 1,111,703 | Chemische Werke Albert | Elastomers |
| 1,117,721 | International Standard Electric Corporation | Automatic telecommunication exchanges |
| 1,126,209 | International Standard Electric Corporation | Telecommunication system |
| 1,145,783 | International Standard Electric Corporation | Radar system for measuring position and velocity of a distant object |

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

F. ARMITAGE,
*Comptroller.*

The Patent Office

# *In the Middle and Far East . . . . .*

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## Aviation and Shipping

# *President welcomes publication of Rochdale Report on shipping industry*

ANSWERING A Parliamentary Question on May 6 about the Rochdale Report published the same day, Mr. Roy Mason, President of the Board of Trade, said:

'This is the first comprehensive official review of the British shipping industry ever undertaken and will be of the utmost value. Its conclusions will be carefully studied by the Government. Extensive consultations with the many interests concerned will however be necessary before the Government is in a position to express a view on its many recommendations. These will begin immediately and I shall welcome the comments of all interested parties. I can assure the House that these will be fully considered before final decisions are taken.'

The committee was set up on April 19, 1967. Its terms of reference were:

'To review, in the light of current commercial and technological development, the organization and structure of the United Kingdom shipping industry, its methods of operation and any other factors which affect its efficiency and competitiveness and to recommend what action should be taken by shipowners, seafarers and Government, to bring about changes which would improve the position of the industry in these respects.'

The committee was concerned primarily with the shipping activities of persons resident in the United Kingdom, though it could take into account, to the extent that it found them relevant, similar activities of other persons in respect of any ship registered in the United Kingdom. The committee was to have regard to the internal character of the industry including the effects of the actions and regulations of foreign and other Commonwealth Governments and to the nature of the relations between governments on shipping matters. The committee also took account of the first and subsequent reports of Lord Pearson's Court of Inquiry into certain matters concerning the shipping industry.

### LORD ROCHDALE'S STATEMENT

The following statement was made by Lord Rochdale:

'Our terms of reference were certainly wide and it is a complex industry. It was inevitable therefore that our task should be time consuming; it was just about two and a half years from the time of our appointment to the time of our reporting. The inquiry was not only time-consuming for the committee, but for many who provided the evidence. Indeed, it was some 12 months or so after our appointment before much of the more important evidence was in our hands.'

To get the background right, I want to make three points.

#### Expanding world trade

First, the environment of shipping has been one of expanding world trade. Since 1950, the weight of goods carried by sea in international trade has more than quadrupled. Along with this, the size of the world fleet has greatly expanded since World War II. Ours has expanded much less in terms of tonnage, but it has like others risen in quality.

#### Technological change

The second point is that shipping throughout the world is currently in a period of major technological change. The full long-term effects of this cannot yet be foreseen, though many of them are already apparent. They can be seen in more specialized, more automated and often faster and much larger ships, in the development of through transport systems and in the adoption of new cargo handling methods. There follows the requirement of new skills, both operational and managerial, new marketing concepts and new corporate structures.

#### Is shipping different?

Third, we have heard a lot about shipping being different from other industries. Undoubtedly it has peculiar problems of its own, but we believe that too much emphasis has been placed on these differences in the past, even perhaps to the disadvantage of the industry itself.

It is against this background that we have tried to assess the performance of the United Kingdom industry.

#### Have United Kingdom shipping companies lagged?

Until very recently, independent United Kingdom shipping companies have not generally shared in the world expansion. Certainly the market opportunities available to them have been affected by, amongst other changes, a growth of flags of convenience and the protection accorded in one way or another to the fleets of some other countries by their governments, but these factors alone do not explain why our industry did not grow like those of some other nations.

There are obviously many reasons, and it would be too easy for me to over-simplify the situation. One thing, however, does emerge. We have detected within the industry a growing recognition of the necessity of modern professional management. Even during the course of our inquiry, important and welcome changes have been taking place within the industry which are already fitting it better to take advantage of new opportunities.

#### Fragmentation

One of our general conclusions is that there is too much fragmentation of effort within the industry.

In some of the press comments that I have seen lately as to what we might be going to recommend, there has been particular emphasis on the numbers of small separate companies: I shall have something to say about this aspect later on. It is not only in this field where we have found excessive fragmentation, but it is also evident in the spread of different shipping services that individual management units may attempt, in the field of research, in industrial organizations of both employers and employees, and certainly in the field of training.

#### Research

In reaching our conclusions on technology, we were greatly influenced, among others, by the following considerations.

Both shipping and shipbuilding have problems peculiar to themselves, but there is such common ground between them in this field that there must be close co-operation between the two industries.

The existing fragmentation of research and development effort for the two industries is a disincentive to the most effective work.

The accelerated pace of technological evolution is likely to continue in the future, and a greater and more effective research and development effort is necessary if the shipping industry is to remain competitive.

The initiative for, and control of, its research and development must be the final responsibility of the shipping industry itself.

We see no need for any significant increase in Government support of R. and D. for the shipping industry.

We doubt whether all shipping companies, large or small, have as yet the most effective technical organizations with adequate staff.

We have recommended the establishment of a single new body, to be named the Shipping Research and Development Institute, which would absorb the British Shipping Research Association, the Shipping Division of the National Physical Laboratory and the

*(Continued on next page)*

Shipowners' Refrigerated Cargo Research Association; certain other bodies might well follow in due course.

We recognize that such an institute could only be effective if it were assured of the full enthusiastic support of both industries acting as equal partners in it. This is an essential condition of success.

**Manpower and training**

In our terms of reference we were told to 'take account of the . . . . Reports of Lord Pearson's Court of Inquiry', which of course largely related to seafarers' affairs. Manpower and training have occupied much of our time, but we have found our views were generally in accord with Pearson and our work largely complementary. We followed closely the discussions resulting from Pearson, and welcomed the degree of agreement reached by both sides of the industry, now largely embodied in the Merchant Shipping Bill.

Like Pearson, we were struck by the high level of wastage from the industry. This is not only wasteful of nautical training, which is specialized and expensive, but suggests that a great many other aspects of a career at sea call for attention.

**Attitude to life at sea**

We therefore commissioned Gallup to carry out for us a scientific and what proved to be a most valuable study of 'attitude of seafarers to life at sea', and we are very pleased that the industry itself has commissioned another study in rather greater depth by the Tavistock Institute.

Perhaps the three most important points that emerge in this field are that the industry does not have as good an image as it should, particularly with parents and in the educational world; that more scientific selection of recruits is needed; and that nautical training needs to be rationalized and more closely integrated with national educational and training arrangements, and should leave more seafarers with nationally recognized qualifications when the time comes for them to leave the sea and seek employment elsewhere.

**Training**

As regard nautical training itself, the Merchant Navy Training Board has made a number of important improvements since it was re-constituted in 1964. Most of those actively concerned are very much alive to the fact that much more needs to be done, and we received a great deal of constructive help and criticism.

This is an urgent matter and we have recommended that an Industrial Training Board for Shipping should be set up under the Industrial Training Act, both for seagoing and shore staff, and that within the framework of this there should also be a Qualifications Board. This is an innovation and an important one.

Among the ITB's first tasks should be:

(a) the commissioning of a thorough survey of the industry's future manpower requirements;

(b) a systematic job analysis to determine the education and training necessary for seafarers and shore staff; and

(c) the encouragement of early rationalization of existing training arrangements and establishments.

The Qualifications Board would have a general responsibiilty for setting standards and for examinations.

**Company mergers**

Looking at the various articles in the Press that have tried to forecast what our report might say, the emphasis has invariably been company mergers with the underlying if not overt suggestion that we could be expected to recommend some form of compulsory marriages. I would like to devote a little time to this.

The industry has for a long time included a large number of management and trading units ranging from the very small to the very large. Until the last decade or so shipping was not an industry in which there was substantial economies to be reaped from large-scale operations, but as a consequence of technological change the environment is now changing; in particular, there are major economies to be reaped in servicing very large-scale marketing operations. It is important to recognize that the structure of the industry has been evolving rapidly within itself to meet these new conditions

The principles of good management apply as much to shipping as to industry generally and, although there are still considerable opportunities for shipping companies to profit from the proper use of techniques which have proved their value elsewhere, many have already taken steps in recent years to overhaul their management to fit it for changed conditions and new opportunities.

However, we think that there are still too many separate management units within the industry. We fully accept that there will remain a place for some smaller companies; the size of the shipping company must be related to the nature of the services which it provides; but we feel that further mergers are necessary. There can, however, be no set pattern for these; they must evolve from within the industry and must depend upon the nature of the activity and trade undertaken, as well as on the availability of adequate professional management for the resulting new large organizations. We would deplore any attempt to dictate from outside.

The recent development of shipping consortia has been a step in the right direction, but we regard them as transitional organizations, which should develop into fully independent bodies as quickly as possible, with shares in them directly available to the public.

**State-owned fleet**

For our part, therefore, with one important exception we have not made any specific merger suggestions. This one exception relates to the present state-owned fleets, where we recommend that the fleets of British Railways and the National Freight Corporation should be organized as a single independent unit with its own board responsible direct to a Minister.

**Finance**

Few people would question that the best barometer of good management is financial results. Our report therefore includes considerable information on the financial position of the industry over recent years. This is based on a detailed study which we commissioned from Messrs. Peat, Marwick, Mitchell and Co., and for which a great many shipping companies provided information. Our study covered the years 1957-68 so that the results reflected the effects of the two closures of the Suez Canal and the generally unfavourable trading conditions of the early 1960's. They also related in large measure to activities which were being rapidly superseded or drastically changed as a result of technological advance.

The study showed that the return on capital employed in providing shipping services, before deduction of tax, averaged no more than 3.6 per cent over a period of 12 years ending in 1968. The return was rising moderately in the last two years covered.

However, as regards more recent investment and that planned for the future, on the information we have received there are reasonable prospects and indeed some factual evidence of an improved rate of return.

**Balance of payments**

We devoted much study to attempting to measure the contribution which the industry makes to the country's balance of payments, both in absolute terms and in relation to the likely return, had the resources which it uses been devoted to alternative activities. As our report makes clear, there is room for argument on the basis on which calculations should be made.

We are satisfied that the direct contribution of the industry to the balance of payments has been large, but that it has been bought at a high price in recent years.

United Kingdom shipping companies are subject to the same tax and fiscal measures as other domestic enterprises, except that arrangements for the payment of investment grants on ships are somewhat more favourable than for plant and machinery used in manufacturing and that there is 'free' depreciation of ships for tax purposes (that is, the rates at which they can be depreciated are not prescribed). We compared on a discounted basis the burden of taxation falling on United Kingdom shipping companies with that falling on companies operating under the flags of other major maritime nations or under flags of convenience and concluded that, in most instances, the combination of the investment grant and free depreciation weighs heavily in favour of the United Kingdom company.

**Investment grants or allowances**

It is common knowledge that difficulties have arisen over the payment of investment grants for ships. They are very largely due to the international nature of shipping operations. We also took into account the fact that, at present, the shipowner in the United Kingdom as well as elsewhere can normally borrow 80 per cent of the cost of a new ship from the shipbuilder on favourable credit terms. The combination of the investment grant and the availability of this credit means that a United Kingdom shipping company

*(Continued on next page)*

ROCHDALE REPORT, *continued*

needs to put up little of its own money to invest in new ships. We do not regard this as healthy in the long run.

The general conclusion we came to in this field was that:

*First*, given our present economic circumstances, the level of rather special assistance to the industry should be continued broadly unchanged, but that the justification for this should be kept under careful review in the light of future needs and the actual returns on the domestic resources used by the industry; but that

*Second*, it would be desirable to withdraw investment grants for ships and to replace them with investment allowances of the same nature as were applicable before 1966.

**Liner trades**

A considerable part of the United Kingdom fleet is engaged in the Cargo Liner trades, operating normally within conferences and earning relatively low rates of profit. The subject of conferences is, therefore, one of great importance to us and we have paid a lot of attention to it.

The so-called conference system is, of course, often a controversial subject both nationally and internationally, and there is no doubt that passages in our report could be found which, quoted out of context by interested parties in support of their particular thesis, might be misleading and even dangerous.

I should, therefore, like to emphasize that the Committee regard the substance and conclusions of our report, particularly in this field, very much as a totality.

We have come to the conclusion that reliable scheduled liner services on deep sea routes, of a nature which shippers of mixed cargo require as an essential part of their trading activity, cannot generally be provided satisfactorily on most deep sea routes under conditions of unfettered competition. A closed conference, with fully rationalized sailings, appeared to us most likely to serve the best interests of shippers, shipowners and the public.

**A code of conduct**

We were convinced, however, that the secrecy which has surrounded conference operations and an absence, more especially until recent years, of proper consultation between shippers and shipowners has been responsible for much of the criticism. In view of this, and in particular of the effect of the introduction of container services in the structure of conference arrangements, we have recommended that members of conferences operating to and from United Kingdom ports should collectively adopt, as a condition of their operation, a code of conduct. This should provide for the disclosure of more information about their operations and for closer consultation between shippers, shipowners and the Government.

Moreover, we accept that even this may not take us far enough. Let me remind you, as we ourselves have constantly been reminded, that shipping is an international activity. Increased intervention by Governments on a unilateral basis, which is all too likely, could so easily create chaos. It is, therefore, an international code of conference practice and conduct and not merely a national one towards which we should be working.

**An international treaty**

We have also concluded that the need for an international treaty embodying a more general code of shipping practice will become increasingly apparent throughout the world. It should include, *inter alia*, the m.f.n. principle, a general prohibition of flag discrimination in international trade and provisions designed to control operations under flags of convenience.

**Safety and marine authority**

For over 100 years the Government has directly exercised extensive powers aimed at securing the safety of ships and providing for the welfare of seafarers. The high standards set up by the Government in the past have undoubtedly contributed greatly to the good safety record of United Kingdom ships and have served seafarers well. However, in present conditions certain of the regulations concerning welfare are no longer needed and may indeed detract from a responsible relationship between employers and seafarers' unions. At the same time, we are not convinced that a government department is best equipped for administering detailed safety regulations in an area of rapid technological change.

We have, therefore, recommended the establishment of a statutory Marine Authority to which responsibility should be delegated for the formulation and enforcement in the first instance of marine safety regulations and standards.

**The future**

Demand for shipping services throughout the world is growing rapidly. We believe that many opportunities will arise in the future for profitable expansion of the United Kingdom fleet. We have been impressed by the renewed spirit of enterprise evident in many of our shipping companies and, if this is encouraged to persist and grow stronger, the industry can have an exciting and prosperous future.

## *Award for Coastguard rescue*

THE ROYAL Humane Society's Testimonial has been awarded to Coastguard Officer Kenneth Curtis of Walton-on-Naze for the rescue of two youths. During the night of February 8 a report was received that two youths had been stranded and were trapped in the mud off the shore. Working in the dark District Officer Curtis attached a line and made his way over the soft mud to the youths. At times he sank up to his waist in the mud but he managed to secure the youths and get them to the shore.

## *IRC loan for Cammell Laird*

MR. HAROLD LEVER, Paymaster-General, made the following statement about Cammell Laird and Company Ltd. in Parliament on May 7:

'This Company announced last week that, with the knowledge of the Ministry of Technology, discussions were taking place with interested parties with a view to ensuring the viability of their shipyard. The shipbuilding subsidiary, which had made profits in earlier years, found itself faced with heavy losses and the parent company, although possessing valuable assets, was unable to make available the cash required for the normal operation of its shipbuilding business. Consequently the group faced a liquidity crisis which jeopardized the future of the 20,000 it employs in its various activities.

'The Shipbuilding Industry Board's powers to assist the re-equipment and reorganization of the yard were not appropriate to solve the wider problems of the group. But the Industrial Reorganization Corporation has agreed to make secured loans available as required within a limit of approximately £6,000,000 to help the group meet the needs of its shipbuilding subsidiary.

'The leading shipowner customers of the yard have for their part agreed to cancel certain orders and to assist the yard to complete other ships now on order by them, subject to reasonable refund provisions.

'As part of these arrangements the Government have agreed to provide the finance for a 50 per cent shareholding in the shipbuilding company at a price to be settled by independent valuation. Legislation and supplementary estimates as necessary will be submitted to the House in due course and any funds required immediately in connection with the purchase of shares will be provided from the Civil Contingencies Fund. The group will apply the funds now being mobilized to relieve the shipbuilding company of all its expected losses.

'The Government will expect the company to avoid further unprofitable orders. On the management side, there will be an early and extremely thorough management reconstruction.

'As a result of these arrangements, not only will the liquidity crisis threatening the whole group be averted, but the shipyard will be able to meet its obligations and get ahead with its shipbuilding business.

'Putting it bluntly, we have rescued this company from total collapse, but this does not mean that the future of the company is guaranteed, still less guaranteed by the Government. The future of the company will depend on the efforts of management and workers in making it a viable competitive unit. In order to promote a realization of this fact, and to give incentive to those most concerned, I am considering whether there are ways in which the shares in the shipyard might be so dealt with by, for example, placing them in a trust on behalf of the employees, or by some other similar means. I intend to discuss this with the trade unions and others concerned.'

**LETTERS TO THE EDITOR**

*Editorial communications should be addressed to the Editor*, Board of Trade Journal, *Room* 437, *Board of Trade*, 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

# *Parliamentary Answers on aviation and shipping*

MONDAY, APRIL 27

**Official flight in Concorde**

The following statement was made by Mr. Anthony Wedgwood Benn, Minister of Technology, 'I flew in Concorde on a routine test flight, on April 10. The flight lasted for just under two hours of which some 25 minutes was at supersonic speed. I was most impressed by the smooth way in which the aircraft performed and by its flying qualities generally. I am sure that the airlines will find Concorde a very attractive aircraft.'

**Development of Hovercraft**

Asked to make a statement on the possible provision of public finence for the commercial development of a Hovercraft, Mr. Neil Carmichael, Joint Parliamentary Secretary, Ministry of Technology, said: ' There is a continuous dialogue between the Department, NRDC, and the Hovercraft companies. NRDC normally takes a lead in commercial development and applies proper commercial criteria. The Department leads on technical and scientific matters. Present discussions are concentrated on the SRN 4 and VT1.'

WEDNESDAY, APRIL 29

**Routes from Luton Airport**

Replying to a question about consultations with local interests outside Luton before changing the aircraft routes from Luton Airport in April 1970, Mr. Goronwy Roberts, Minister of State, Board of Trade, said that the recent establishment, for aviation safety reasons, of a Special Rules Zone and a Special Rules Area near Luton Airport made it necessary for the owner, Luton Corporation, to change the previous minimum noise routes. Consultation with local interests would therefore be a matter for Luton Corporation, but it was fair to add that the scope for other routes is very restricted.

**Secondary domestic air routes**

Mr. Roberts was asked what report he had received from British European Airways on the possibility of its secondary domestic routes being taken over by British Air Services, as recommended by the Edwards Committee and endorsed by the recent White Paper on Civil Aviation Policy. He answered: 'BEA, at our request, are considering the possibilities and hope to let me have their views in the summer.'

**Merchant Shipping (Pilot Ladders) Rules**

Questions were asked about consultations with the Trinity House Pilots on the President's proposal to amend the Merchant Shipping (Pilot Ladders) Rules 1965 to give statutory effect to recommendations contained in Merchant Shipping Notice No. M.558 issued in June 1969, and why nine months had elapsed since the President undertook that a statutory instrument would shortly be laid amending the Merchant Shipping (Pilot Ladders) Rules 1965 to make compulsory the provision and firm securement of hand-hold stanchions in conjunction with bulwark ladders. Mr. Roberts replied that Merchant Shipping Notice M.558 was issued after consultation with interested organizations. He continued: 'These consultations led us to believe that the amendment would be immediately acceptable. However, when we sought the views of Trinity House Pilotage Service on the proposed amendment, they indicated substantial disagreement with it. These differences have been explored in subsequent meetings and the Board has undertaken to reconsider its attitude in consultation with others concerned such as the United Kingdom Chamber of Shipping. A further meeting with Trinity House and the Pilots will be arranged as soon as these consultations have been completed.'

**Freight charges at Heathrow**

A Member asked why Board of Trade regulations provide that a charge of £3 8s. should be made by British Overseas Airways Corporation for clearance and delivery to New Malden from Heathrow Airport of a small parcel worth a few shillings. Mr. Roberts replied that with the approval of the Board of Trade common charges for clearing freight at Heathrow were agreed between the various airlines concerned. The costs were not of course proportional to the value or size of the consignments and he had no evidence that the charges were not closely related to the overall costs.

**Exhaust smoke from aircraft**

Answering a suggestion that legislation should be introduced to control the amount of exhaust smoke emitted by civil aircraft flying over the United Kingdom, Mr. Roberts said: 'I shall not hesitate to seek any necessary powers should the need for them be shown.'

**Southampton Airport**

Asked what progress had been made in setting up an airport consultative committee for Southampton (Eastleigh) Airport, Mr. Roberts said he understood that a Consultative Committe had been set up and was meeting regularly.

**Investigation of air misses**

Mr. Roberts was asked how many near air-misses had been investigated by the Board of Trade in the past three years; in how many cases were these misses revealed only by ground radar control; and in how many cases had prosecutions been made subsequently in the light of the evidence disclosed by his inquiries. He replied that four hundred and sixty five reports of air misses involving civil aircraft had been investigated by the National Air Traffic Control Service on behalf of the Board of Trade in the three years 1967 to 1969. It was known that in one case investigation followed a report by ground radar control. No prosecutions in respect of air misses were made in the years concerned.

**Automatic noise-monitoring**

In reply to a Member who asked by what date two further automatic noise-monitoring sites to replace those at present manually operated at Heathrow Airport, would be installed, Mr. Roberts said that sites for two additional automatic monitoring stations to the east of Heathrow had been negotiated and cables had been laid. Equipment was being refurbished and was expected to be in operational use soon.

**Penal clauses in Merchant Shipping Bill**

Mr. Roy Mason, President of the Board of Trade, was asked what representations he had received from organizations of seafarers on the penal clauses in the Merchant Shipping Bill. He answered that there was consultation with both sides of the shipping industry while the Merchant Shipping Bill was being drafted, also after its first publication in July last year and also while the present Bill had been under consideration by Parliament. Apart from representations from the National Union of Seamen against these clauses, representations from the interested parties in the merchant shipping industry, including other organizations of seafarers, had supported the inclusion of these clauses in the Bill.

**Acquisition of British United Airways**

The President was asked what further representations he had had from British and Commonwealth Shipping Limited since his decision that negotiations for the sale of British United Airways to the British Overseas Airways Corporation would be deferred pending consideration of a possible deal with Caledonian Airways. He answered: 'The Chairman of British and Commonwealth Shipping Company discussed the matter with me and informed me that in the circumstances the company were prepared to receive offers for the assets of British United Airways from Caledonian Airways or other bidders. Baring Brothers, who are acting on behalf of BUA, issued a prospectus on April 23 and have asked for bids to be made within 28 days.'

TUESDAY, MAY 5

**Accident on Manchester Ship Canal**

Would a committee of inquiry be instituted to determine why the Manchester Ship Canal exploded and caught fire, leading to loss of life, on April 14, inquired a Member. Mr. Roberts replied that the preliminary inquiry which the President ordered under Section 465 of the Merchant Shipping Act 1894 had just been completed. He continued: 'We shall be considering in consultation with the other Departments concerned what further action should be taken.'

WEDNESDAY, MAY 6

**Oil pollution**

Mr. Roberts was asked how many ships discharging oil had been positively identified by the Royal Air Force and the Royal Navy during the past 12 months; how many of these were British; in how many instances was legal action taken against them; with what result. Mr. Roberts replied that, in the 12 months to April 30, 1970 the Board of Trade received reports from the Royal Air Force and Royal Navy identifying 26 ships apparently discharging oil. Fourteen of these were British. In no case subject to United Kingdom law was there sufficient evidence to justify a prosecution.

THURSDAY, MAY 7

**Penal provisions of Merchant Shipping Bill**

Mr Roberts was asked to list by name, those organizations of seafarers and other bodies which had indicated their support for the penal provisions in the Merchant Shipping Bill. He replied: 'The National Maritime Board which includes representatives of the British Shipping Federation, the National Union of Seamen, the Mercantile Marine Service Association, the Merchant Navy and Airline Officers' Association, the Amalgamated Union of Engineering and Foundry Workers, the Radio and Electronic Officers' Union and the Amalgamated Society of Boilermakers, Shipwrights, Blacksmiths and Structural Workers has, apart from the National Union of Seamen, supported these provisions. In addition, the Mercantile Marine Service Association and the Merchant Navy and Airline Officers' Association have made strong separate representations to me urging the necessity for these clauses.'

# Parliamentary Answers

**Below is a selection of Parliamentary Answers of interest to trade and industry**

MONDAY, APRIL 27

### Soviet factories in United Kingdom

Mr. Harold Lever, Paymaster-General, was asked what was the policy of HM Government on the setting up of Soviet factories in the United Kingdom. He replied that each proposal for inward investment was considered on merit. Exchange control regulations did not discriminate on the basis of country.

### Manufacturing industry's stocks

A Member asked Mr. Alan Williams, Joint Parliamentary Secretary, Ministry of Technology, whether he was satisfied with the adequacy of official figures about stock accumulation in manufacturing industry, and how the ratio of raw materials, work in progress, and finished stocks, respectively, and in total to production in 1969 compared with previous recent years in this country; and what satistics he received from international sources on comparable information in other countries. Mr. Williams replied that there were considerable statistical difficulties in obtaining precise estimates of stock changes, especially quarterly, but he was satisfied that the official statistics were reasonably adequate and provided a valuable indication of manufacturers' stock accumulation. The stock/production ratios were much lower in 1969 than in recent years, except for finished goods where the ratio was near the average: international sources did not provide comparable information.

### Motor-car exports

A Member asked, in view of the declining motor-car exports, what steps would be taken to stimulate total production and to recover the drop of 10 per cent in export figures, increase home market sales above the rate of 1 million motor cars annually, and to prevent further price rises affecting all markets. The Paymaster-General replied: 'Car exports in 1969 were at record levels. Exports in the first three months of 1970 were higher in value than in the corresponding months of 1969. Home market sales show some improvement over 1969 and I expect the 1970 total to be appreciably above 1 million vehicles.'

Stating that agencies in California for sale of favourite British sports cars and similar British Leyland Motor Corporation models had been cancelled due to delivery times often exceeding six months, caused by strikes and other stoppages and disturbances; a Member asked if steps would be taken to prevent further losses in overseas markets and harmonize relations in the motor and allied industries. 'I am aware that delivery delays are being experienced for some British cars,' replied the Paymaster-General. 'These delays arise partly from labour disputes; and partly from heavy demands for some models exceeding available capacity. Manufacturers are aware of the problem and have assured me that they are doing all they can about it.'

WEDNESDAY, APRIL 29

### Overseas Marketing Corporation

Asked if it was the Government's intention to provide further loan capital for the Overseas Marketing Corporation when the Corporation had taken up the £400,000 for which provision had already been made. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said that the Overseas Marketing Corporation had made no request to the Government for any loans in excess of the originally agreed limit of £400,000.

### Dumping of agricultural products

In reply to a Member, who suggested that urgent action should be taken in regard to the further applications to deal with the dumping of agricultural products from abroad when there were adequate home-produced supplies available in this country, Mrs. Dunwoody said: 'The Board have no such applications before them at present. If, in any future application, an acceptable case for urgent action is made, provisional anti-dumping charges can be imposed.'

### Capital expenditure in distributive and service industries

Mr. Roy Mason, President of the Board of Trade, was asked to state the annual average increase in the fixed capital expenditure, at 1963 prices, of the distributive and service industries between 1960 and 1964 and 1965 and 1969, respectively. He answered that the annual rate of increase for these industries (excluding shipping) was 9 per cent between 1960 and 1964, 4 per cent between 1965 and 1969, and, on the basis of seasonally adjusted figures, 6 per cent between the first quarter of 1966 and the fourth quarter of 1969.

### Solid fuel

Mrs. Dunwoody, replying to a request that a Definition Order should be made under the Trade Description Act 1968 limiting the permitted amount of moisture in solid fuel, said: 'We have for some time been considering the problem of the moisture content of solid smokeless fuel in relation to our various powers under the 1968 Act. I am not yet in a position to announce our conclusions.'

### Exports to Federal Republic of Germany

United Kingdom exports for the calendar year 1969 to West Germany, including offset agreement exports were £416 million. about DM3,900 million, Mrs. Dunwoody told a Member.

### Investment by distributive trades

The President was asked for his latest estimate of the trend of investment by the distributive trades in 1970. No separate estimate was available for the distributive trades, he replied. For the distributive and service trades taken together, the results of the last investment intentions inquiry, published in January, indicated a small increase in volume compared with 1969.

### International Life Insurance (UK) Ltd.

A Member asked what present requirements had been placed on International Life Insurance (UK) to report its commitments, assets and reserves, in view of the concern of Dover Plan policyholders on behalf of whom large funds were invested in shares of Investory Overseas Services Limited. Mrs. Dunwoody replied: 'International Life Insurance (UK) Ltd. is required to submit annually to the Board of Trade accounts and returns as prescribed in the Insurance Companies (Accounts and Forms) Regulations 1968. The next accounts and returns are due to be submitted by the end of June. I understand that the company does not hold shares in IOS Ltd.'

### Interests of minority shareholders

Mrs. Dunwoody replied to a Member who asked what proposals the President had for amending section 209 of the Companies Act 1947 with a view to protecting the interests of minority shareholders who were called upon to accept offers for their shares under the Act, and to ensure that they received no less favourable terms than shareholders who had freely accepted take-over. She said: 'When the time comes to prepare further companies legislation, I will consider whether to provide that a dissenting shareholder may make any election which an approving shareholder could have made, even though the election is expressed as one which must be made in a period which has expired.'

### Census forms

A Member asked how many different census and other forms were required by the Board of Trade to be completed annually by small businesses employing less than 20, 50, 100 and 200 people respectively. Mrs. Dunwoody said that apart from the returns which companies were required to furnish under the Companies Act, 1967 there were two sets of statistical returns: one annually, and one for manufacturing firms quarterly; plus in the few appropriate cases monthly returns on air transport operations. Where possible very small firms were exempted from the inquiries or are asked to complete only part of a form, and in many cases sampling methods were employed. Many small firms contributed voluntarily to statistical inquiries.'

### Butter quota for China

Answering a question on the £100,000 butter quota for China Mrs. Dunwoody said: 'This small quota which has remained unchanged for 12 years exists for different reasons from the general butter quotas and we saw no reason to extend to it the increases my right hon. Friend announced in them on March 23.'

### Car exports from Scotland

Replying to a question on the percentage of car production in Scotland, private and commercial, exported abroad, Dr. Ernest Davies, Joint Parliamentary Secretary, Ministry of Technology, said: 'So far this year plants located in Scotland have allocated for export just under 60 per cent of their production of cars and just under 50 per cent of their production of commercial vehicles.'

### Employment in Merseyside

Mr. Neil Carmichael, Joint Parliamentary Secretary, Ministry of Technology, was asked why the average cost of providing a new job on Merseyside was higher than the average in all other development areas. Mr. Carmichael said that no information was available on the average cost of providing new jobs in the development areas. The main form of Government assistance directly linked to the provision of employment in these areas was that available under the Local Employment Acts and the amount of assistance offered depends on the nature of the schemes coming forward; up to March 31, 1969 slightly more assistance was approved under these Acts in respect of each new job expected to arise in the Merseyside development area than in the development areas as a whole, but the difference was not significant.

### Dumping of calcium ammonium nitrate

Questions were asked on the alleged dumping of calcium ammonium nitrate originating in the Federal Republic of Germany; and by what amount the wholesale price of calcium ammonium nitrate on the West German home market exceeded that of the same product allegedly dumped at United Kingdom ports. Mrs. Dunwoody answered that the provisional anti-dumping charge of £9 per ton indicated a provisional estimate of the difference between West German domestic prices and their export prices to the United Kingdom. The precise difference would be determined as part of the full investigation of the anti-dumping application which it was hoped to complete during the next month.

### Publicity for shopping safeguards

Answering a Member who suggested a publicity campaign regarding the safeguards that are available to housewives as shoppers, Mrs. Dunwoody said: 'I am grateful to my hon. Friend for this interesting suggestion, which I will certainly consider.'

### Exports of British cars

'No country bans British cars only,' Mrs. Dunwoody told a Member who asked how many countries refuse to accept the export of British cars for retailing in that country, 'but a number have restrictions on imports of cars from all sources, which can result in almost complete prohibition.'

### Imported butter

Questions were asked on the President's decision to raise the quota for imported butter by 28,000 tons this year, and what estimate had been made of the effect on home production. Mrs. Dunwoody, answering, said: 'No effect is expected since estimated home production was taken fully into account before the import quota was fixed. The basis on which the quota was fixed was explained in the reply to the hon. Member for Edinburgh West on April 15.

### Company liquidations

In answer to an inquiry for the annual average increase in company liquidations between 1960 and 1964 and between 1965 and the latest available date respectively, Mrs. Dunwoody said that omitting voluntary liquidations by their members of mainly solvent companies, the number increased at an annual rate of 8 per cent in each period.

Information was also circulated on the number of voluntary and compulsory liquidations of businesses for the first quarter of 1970 and how this compared with the previous eight quarters.

### Trade with African countries

The President was asked to call a round table conference of all concerned to consider the possibility of expanding British trade with, and investment in, East and Central Africa, Botswana and Swaziland, and also to state the total number of Government personnel exclusively concerned with promoting trade with, and investment in those countries. Mrs. Dunwoody, who answered, said: 'Twenty-five of the staff of our diplomatic posts in these countries are exclusively concerned with promoting trade, in addition to a number of officials both in London and on the spot part of whose time is devoted to this purpose. Our trade with these countries has been increasing satisfactorily with the support of the Government export services and BNEC. I do not think that a round table conference is necessary.'

### Trade balance with New Zealand

Mrs. Dunwoody told a Member who asked what assessment had been made of the trade balances with New Zealand, for the latest convenient year, taking into account invisibles and the difference between import costs, insurance and freight and exports free on board, that figures for the trade balance were not available for individual countries. Figures of imports c.i.f. and exports f.o.b. were published, but the difference between them was not a good measure of the visible trade balance because, inter alia, of the difference in the bases of valuation.

### National Marketing Council

What Government assistance is given to the National Marketing Council, asked a Member, and 'what action is taken by the Council to assist marketing activities in the Northern Region? Mrs Dunwoody replied: 'Since 1965 the National Marketing Council has received a grant-in-aid from the Government. Provision has been made in the estimates for the current financial year for a grant of £6,300. This includes a sum of £1,000 for the Northern Regional Marketing Committee which undertakes activities designed to increase awareness of the importance of the marketing concept.'

### Exports to Rhodesia

A Member asked what was the difference between the value of British exports in the 12 months to November 30, 1965 to Rhodesia, and those in the 12 months to November 30, 1969; what part of the diminution in such exports had reached Rhodesia via South Africa and Portuguese territories; and what steps were being taken in the matter. The President replied: '£31 million. There is no way of knowing the extent of any resale to Rhodesia of our exports to other countries but, except under licence, it is an offence to export goods from Britain knowing or having reasonable cause to believe that they will be supplied to Rhodesia.'

### Trade with South Africa

A Member asked why British exports to South Africa increased in value by 9½ per cent in 1969, in view of the fact that those of the United States increased by 11 per cent, those of West Germany by 18 per cent, those of France by 33 per cent, those of Japan by 63 per cent and those of all the Organization for Economic Co-operation and Development countries, other than Great Britain, by 21 per cent; and what steps were being proposed to recover for Great Britain her former share of South African imports. 'If the hon. Member were to look at the South African statistics which give figures on a consistent basis he would find rather a different picture,' replied the President. 'They show a more favourable performance compared with other countries and that our share of the market has been maintained. I should like to see it increased and the official services and BNEC are doing all they can to help our exporters.'

### Treaty of Rome

Mrs. Dunwoody was asked at what date after joining the European Economic Community the United Kingdom would, in accordance with the provisions of the Treaty of Rome, forfeit the right to enter into trade agreements with third countries. She answered: 'How we shall implement our undertaking to carry out our obligations under the relevant provisions of the Treaty of Rome will be one of the matters we shall be discussing with the Community in the course of the forthcoming negotiations.'

### Exports to EEC

Asked for an estimate of exports from Great Britain to the European Economic Community in 1970; and what increase this represented over the figures for 1969 and 1964, respectively, the President said: 'I prefer not to venture a forecast but these exports in the first quarter of 1970 were 14 per cent higher than a year earlier and 73 per cent higher than the rate in 1964.'

### United Kingdom South African Trade Association

A Member asked why the British National Export Council, an official Government-sponsored organization permitted the United Kingdom South African Trade Association, a private body, to share its office accommodation. 'The Council has never shared accommodation with the UKSATA,' replied Mrs. Dunwoody.

## THURSDAY, APRIL 30

### Domestic fire insurance

Mrs. Dunwoody was asked to refer to the National Board for Prices and Incomes the action of the insurance companies which had simultaneously raised domestic fire insurance premiums by 2300 per cent. Mrs. Dunwoody replied: 'As the Monopolies Commission is already investigating the supply of fire insurance, an inquiry by the National Board for Prices and Incomes of the kind suggested by my hon. Friend does not seem necessary. In 1967 the then President agreed that it would be reasonable for insurers to adjust premiums of not more than £3 where they were satisfied that the premiums did not adequately cover costs. The increase which I believe my hon. Friend has in mind appears to be of this character.'

### UK fertilizer industry

Dr. Davies was asked whether he was aware that Imperial Chemical Industries, Shellstar and Fisons proposed a rationalization of the United Kingdom fertilizer industry; whether he would refer the matter to the Monopolies Commission, with a view to safeguarding the price and quality choice available to the farmer by prohibiting any cartel or similar arrangement. Dr. Davies said: 'We are aware that fertilizer manufacturers are considering what steps might be taken to improve the efficiency of distribution, and when they formulate proposals the Government will consider what action if any should be taken. Our policy is to promote a healthy industry serving the needs of its customers as efficiently and cheaply as possible.'

## FRIDAY, MAY 1

### Trading with France

Stating that in 1969 the balance in France's favour on trade with the United Kingdom was £13 million; a Member asked to what extent it was estimated that this trading deficit would increase or decrease on Great Britain's entry into the Common Market. Mrs. Dunwoody said the difference of £12 million in 1969 between imports from France valued cif and exports fob did not take account of valuation and coverage differences between the import and export figures: if allowance were made for these differences, our trade could have been in surplus. 'As to the second part of the question, I cannot add to the information given in Cmd. 4289,' she added.

## MONDAY, MAY 4

### Investment grants

Asked what methods of approach would be adopted in his study of the effectiveness of

(*Continued on next page*)

## PARLIAMENTARY ANSWERS,

*continued*

investment grants, Mr. Eric Varley, Minister of State, Ministry of Technology, said: 'Theoretical study, statistical analysis and empirical enquiry.'

**Bolton Committee**

Asked what progress the committee under the chairmanship of Mr. John E. Bolton was making; and when its findings and recommendations would be published, Mrs. Dunwoody said: 'The Committee is making good progress and expects to complete its report in the spring of 1971. We would expect to publish it shortly afterwards.'

**Computer accounting**

Mrs. Dunwoody was asked whether, in view of the possibility of frauds with the development of computer accounting, she would arrange discussions with the Institute of Chartered Accountants and other professional bodies to review the situation and consider the need for specific computer audit and control procedures to be laid down in a new Companies Act. 'We propose to consult accountancy bodies on this matter,' she replied.

**Government Information Services**

Mr. Harold Wilson, the Prime Minister, was asked why it had been necessary to expand the number of Chief Information Advisers to HM Government serving in the Cabinet Office from nil in 1969-70 to eight in 1970-71 at a cost of £24,000. He said that there had been no expansion beyond the initial staffing explained on December 18, 1969.

**Imports of Spanish wines**

Stating that the import restrictions currently imposed by the Spanish Government have resulted in an 81 per cent reduction in Scotch whisky exports to Spain in the first quarter of 1970 by comparison with the first quarter of 1969, a Member asked if steps would be taken to place similar restrictions on the import of Spanish wines and on the purchase of Spanish currency by British tourists. Mrs. Dunwoody replied: 'No Sir. Such action would be inconsistent with our international obligations and detrimental to our export trade.'

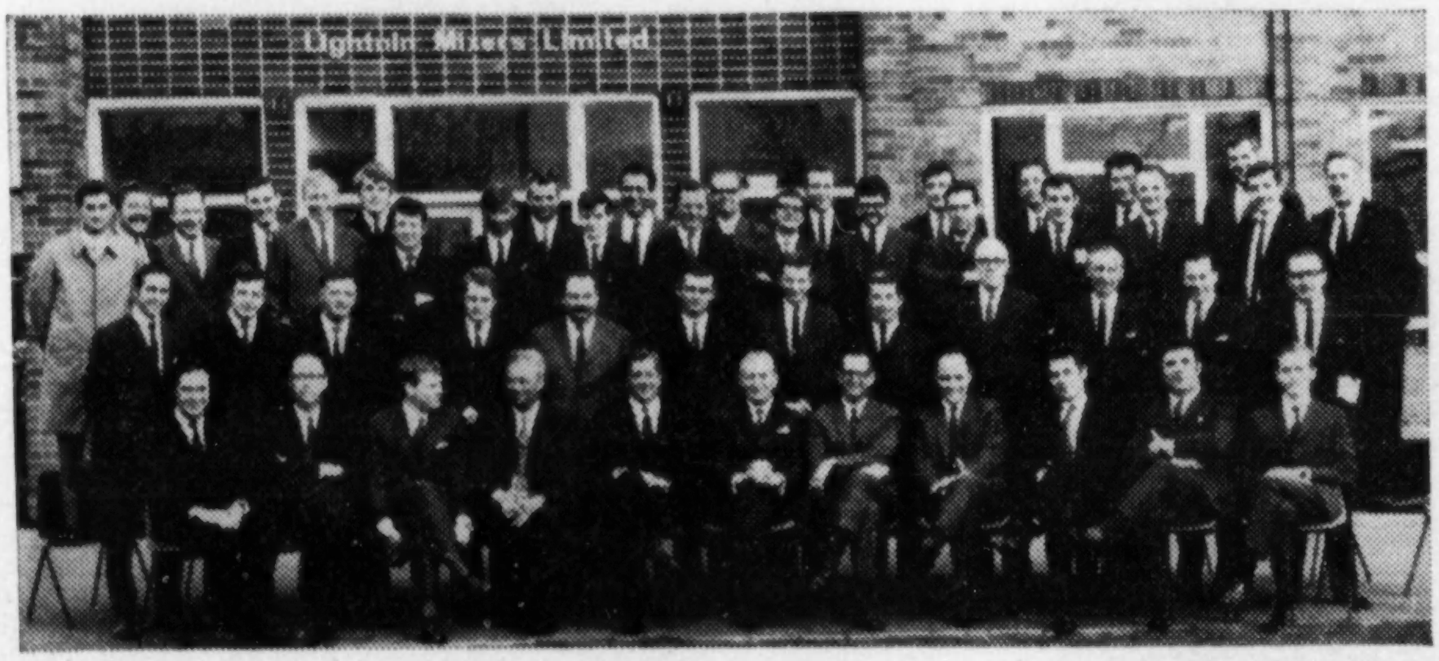
**Annual returns**

Asked how many companies had failed to file annual returns for each of the years since such returns had been required by law; and how many prosecutions for failure to file such returns had been undertaken, Mrs. Dunwoody said where companies were in default in filing annual returns, the Board of Trade tried to ensure that overdue returns were filed or, where the companies were not carrying on business, that their names were struck off the register. Prosecution was an aid to that objective and not an end in itself. Annual returns had been required by law since 1844. The number of the companies which had failed to file annual returns was not available: the annual number of prosecutions and of companies struck off the register was given in the Companies General Annual Report. The report for 1969 had not yet been published: in that year the numbers were 146 and 18,725 respectively.

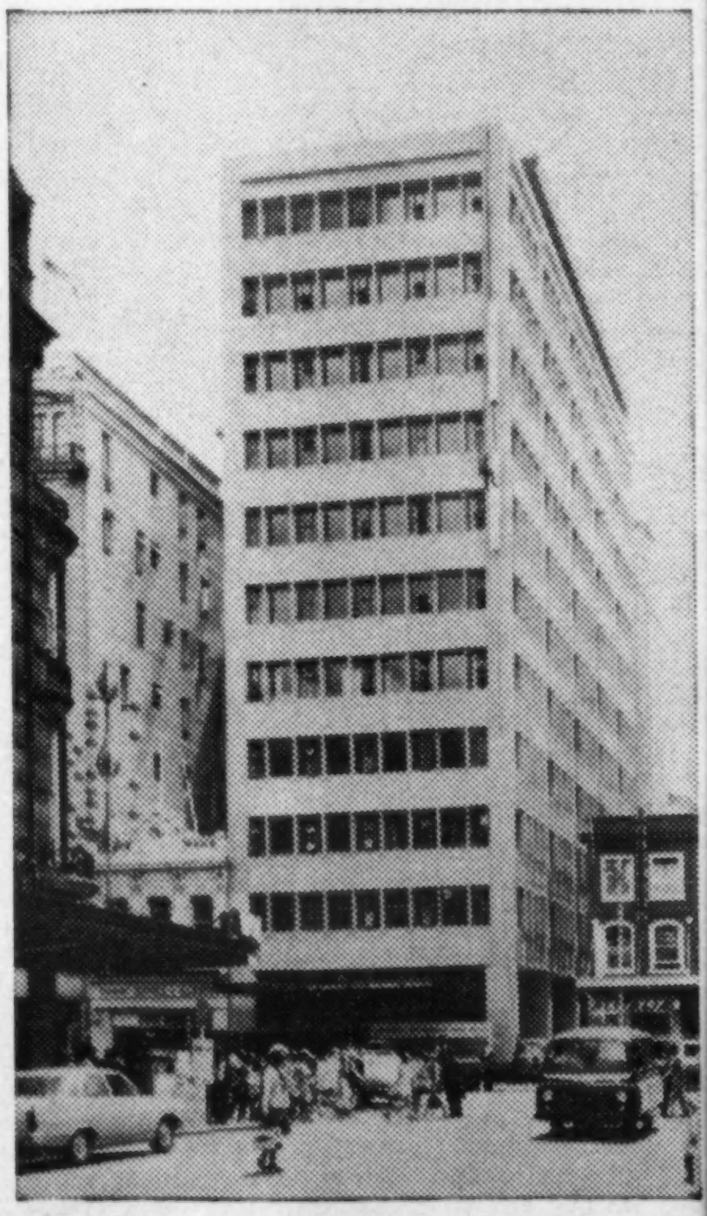
WEDNESDAY, MAY 6

**Foreign visitors to Britain**

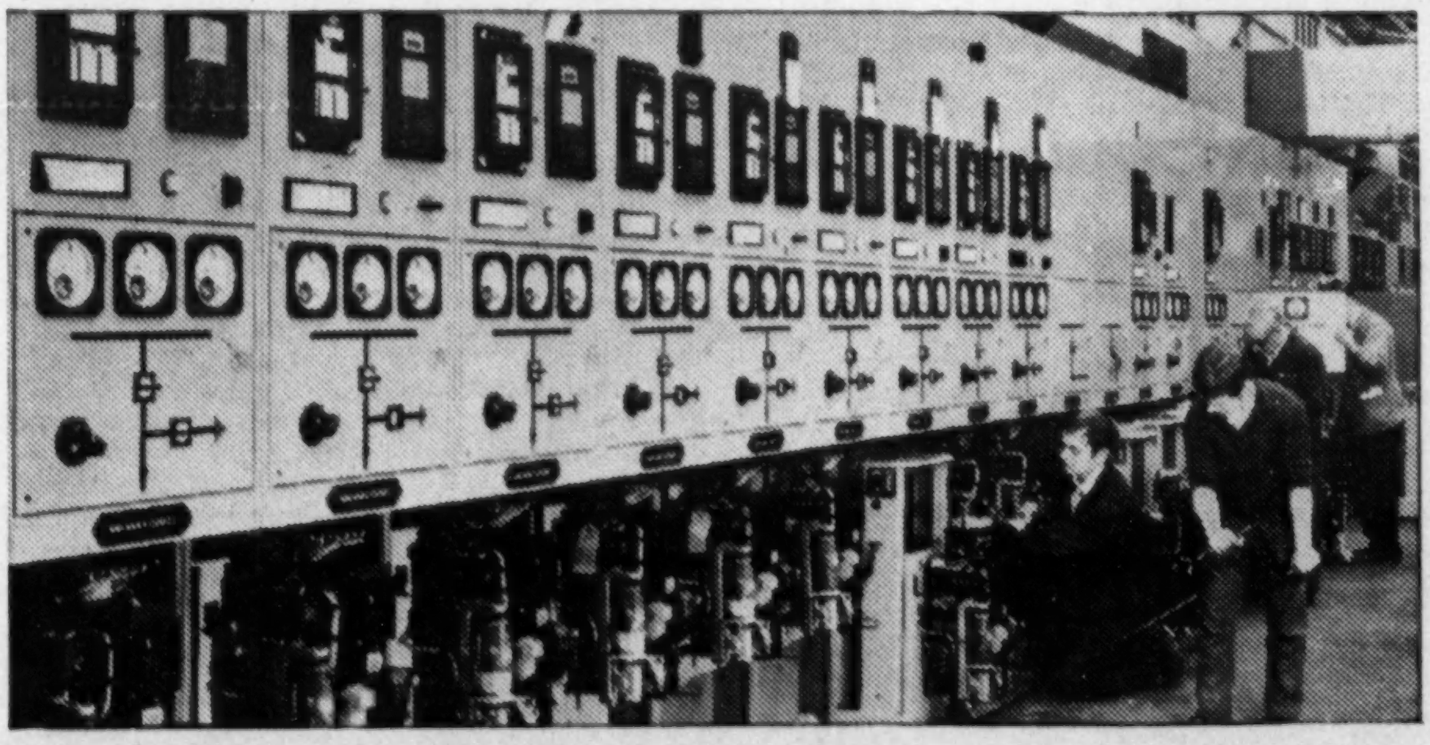
Mrs. Dunwoody told a Member that 3,800,000 foreign visitors came to Britain in 1969 excluding Commonwealth citizens and residents in the Irish Republic.




*Lightnin Mixers Ltd. of Poynton, Cheshire call together agents and sales managers of Europe in preparation for their new export sales drive. Sixty-seven attended the four-day session at Renold Building, Manchester University.*



*The Government Life Insurance Office in Queen Street, Auckland, New Zealand, built by Cubitt Wells Ltd., the New Zealand member of the Cubitt Group. The building was opened by Mr. John Rae, the Minister in Charge of the Government Life Insurance Office.*



*Last year GEC-AEI won a £130,000 contract for the supply of switchgear and other equipment for the extension of the electricity distribution system in Ghana. Picture shows one of the 11,000-volt metalclad switchboards now nearing completion at the company's Higher Openshaw factory in Manchester. This switchboard will control some of the ring main circuits for the City of Kumasi.*

**ADVERTISEMENT INQUIRIES FOR THE JOURNAL**

*Inquiries concerning the insertion of advertisements in the* Board of Trade Journal *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.*1 (01-248 9876, *Ext.* 6147).

# New Books

The Economic Development Committee for the Distributive Trades has often expressed concern about the adequacy of statistical data relating to the distributive trades. It established a Statistics Sub-Committee in 1964 which among its other activities has spent much time and effort in scrutinizing and commenting on the statistics relevant to the trades, and has now produced a detailed guide to the sources of government statistics in this field. **Distributive Trades Statistics; a Guide to Official Sources.** National Economic Development Office. (45 pages. Available from HMSO at 13s. (65p), by post 13s. 8d. SBN 11 700399 9) is intended primarily for research workers in retail and wholesale firms, commerce, industry and the universities. It is limited to those statistics relating to the distribution of consumer goods which are collected and/or published by government departments in Great Britain and Northern Ireland. The main sources of statistical information in this field, of course, are the periodical census of distribution; and the first part of the *Guide* lists the tables in the published reports on the censuses from 1957 to 1966 giving for each the type of analysis, particulars of the breakdown by kind of business, the area and the years to which the figures relate. This is followed by a similar listing of the relevant tables in the reports on the 1966 census of population. The third part contains details of other statistics in the field, mostly published regularly, available from over a dozen government departments. There are over 100 entries in this section, arranged in a classified order, on such topics as manpower, sales and stocks, financial data, consumers' expenditure, prices and transport. For each entry the following information is given: type of analysis; nature of breakdown or coverage; the area to which the figures relate; how the data is collected, and the responsible department; where published; frequency of publication; and the time series. A detailed subject index facilitates reference to these three sections. It is a pity that the work is marred by a lack of precision in the citations of the titles of the publications referred to, and quite inadequate information on how they may be obtained.

**The Middle East Consumer Market – New Figures.** BNEC Committee for Middle East Trade. (20 pages. BNEC, 6/14 Dean Farrar Street, London, SW1. £1). In June 1969 BNEC's Committee for Middle East Trade published *The Middle East Consumer Market in Figures*, which presented a picture of consumer goods exports from OECD countries to 16 Middle East and North African countries. This new publication brings these figures up to date with the statistics for 1968. As before, the contents are entirely statistical, comprising the values of imports for each of the years 1965 to 1968, by each of the 16 countries specified, of 55 categories of consumer goods (in terms of SITC headings) Separate figures are given of imports from all OECD countries and of imports from the United Kingdom; and the United Kingdom's percentage share of the OECD total is also shown. In this new edition the opportunity has also been taken to include similar data for the Gulf states of Dubai, Qatar and Abu Dhabi. The Committee hope that this booklet will be of help to all those already selling in the Middle East, by indicating trends and opportunities which can be turned to their advantage; and that it will encourage others to take a new look at this market, which already amounts to £600 million per annum, and which has rapidly rising levels of purchasing power among its consumers.

**Morocco: a Market Report.** (22 pages. London Chamber of Commerce, 69 Cannon Street, London, EC4. 8s. (40p)). This is the report of a London Chamber of Commerce Mission to Morocco in October 1969. The main aims of the mission were to find out if Britain can increase her share of the market, and also to explore opportunities for Britain in capital goods and projects. The mission surveyed the business atmosphere in Morocco and concluded that Moroccans would like to do business with Britain, but lacked sufficient knowledge about what British industry can offer. The report examines the recent Five-Year Development Plan and highlights those sections which are of special interest to British companies. It also analyses briefly Morocco's foreign trade and balance of payments and summarizes its import regulations. The mission makes certain recommendations for improving British trade with Morocco, including the use of the French language in correspondence, technical and promotional literature, better advertising for science based industries, early delivery of capital goods and better promotional activities. It also urges greater perseverance on the part of British businessmen who do business with Morocco. In **Mission to Latin America**. (16 pages. Leicester and County Chamber of Commerce and Industry, 4 Horsefair Street, Leicester, LE1 6EA. 10s. (50p)) the Leicester and County Chamber of Commerce and Industry investigated the markets for textiles and other machinery, machine tools and textile chemicals in Brazil, Argentina, Peru, Columbia, Venezuela and Mexico. The mission visited these countries between November 1-29, 1969.

**Market Profile, Nigeria.** (38 pages. Available from Rediffusion International Ltd., Stratton House, Stratton Street, London, W1. Free to export advertisers; £2 2s. (£2 10s. to others.)) This is the fourteenth in a series of publications produced by Rediffusion International Ltd. to give advertisers and advertising agencies a concise summary of the essential economic and other data necessary to assess the potential sales for their products in overseas countries.

**Patents, Trade Marks, Copyright and Industrial Designs,** by T. A. Blanco White and Robin Jacob. (189 pages. Sweet & Maxwell. Hardback £2, SBN 421 13840 8; paperback £1, SBN 421 13850 5). The parts of the law with which this book is concerned are of direct concern to many businessmen and others. According to the authors, experience shows that a considerable proportion of the disputes in this field, both those that reach the courts and those which are settled outside, arise from ignorance – from failure of one or both parties to the dispute to foresee the likelihood of legal rights being infringed. It is the purpose of this book to provide, for each of the topics discussed, enough knowledge to let the reader know when he needs to seek specialist advice. This is probably all the more necessary since the passage of the Design Copyright Act 1968. The publishers claim that this is the first book to deal fully with the provisions of that Act; and, in addition, it consolidates and brings up to date the greater part of the material previously published in three small paperback books shortly after the end of the 1939-45 war.

**Applied Statistics for Economists,** by P. H. Karmel and M. Polasek. 3rd edition (519 pages. Pitmans. £3 (£3.00) SBN 273 40295 1). Last published in 1963, this new edition has been revised and brought up to date. This is a revised edition of a textbook, last published in 1963, written by the Vice-Chancellor and the Senior Lecturer in Economics at the Flinders University of South Australia. It is designed to provide the economics and commerce student at second or third year undergraduate level with a self-contained treatment of the basic concepts and techniques of statistical analysis, including certain specialized areas of economic statistics, such as social accounts, index numbers and demography. It covers subjects which today are indispensable tools of applied economics and business management. The essential features of previous editions have been retained, but a large number of new examples based on the latest available data have been added. There is a new chapter dealing with the rudiments of probability theory, and the sections on regression analysis and on frequency distribution have been expanded.

**Specification and Uses of Econometric Models,** by T. Merritt Brown. (487 pages. Macmillan. £4 10s. (£4.50p.)) The initiative to write this book grew out of the author's work on building and using economic models for the Departments of Reconstruction and Supply, and Trade and Commerce, of the Canadian Government in Ottawa. These models evolved from the Keynesian revolution and the work of Lawrence Klein, and were designed to serve as aids to short-run forecasting and policy formation. The author felt the need for a much more detailed description and causal model of the macroeconomy. This model would need to include the systems of production and technology; of money and finance; of demands, supplies, markets and incomes; of saving, assets, liabilities and accumulating wealth. This rather detailed model, data permitting, would eventually be fully converted into empirical, econometric form. *Specification and Uses of Econometric Models* is about the specification of such a detailed model.

**Income and Corporation Taxes Act 1970, Taxes Management Act 1970; Tables of Comparison. Inland Revenue.** (181 pages. Available from HMSO at £1, by post £1 0s. 10d. SBN 11 640642 9)). As a consequence of the consolidation of income and corporation tax law in the Income and Corporation Taxes Act 1970 and the Taxes Management Act 1970, the Inland Revenue has produced these tables to facilitate comparison of the old and new legislative provisions. It contains a 'Destination Table', arranged in order of the former legislation which was still in force, showing how each section has been dealt with in the consolidation; and 'Derivation Tables', arranged in order of the sections of the two consolidating acts, showing which provisions of the former legislation are incorporated in each new section.

**Other Publications**

THE COURSE OF AMERICAN ECONOMIC GROWTH AND DEVELOPMENT, by Louis M. Hacker. *The Wiley Series in American Economic History*. 382 pages. John Wiley & Sons Inc. Cloth edition £4 4s. (£4.20p.) SBN 471 33840 0; paperback edition £2 4s. (£2.20p.) SBN 471 33841 9.

FINANCIAL STATEMENTS: A CRUSADE FOR CURRENT VALUES, by Howard Ross. 177 pages. Sir Isaac Pitman (Canada) Ltd. £3.

MORE ABOUT CREATING CUSTOMERS, by Richard Graves. 218 pages. *International Management Series:* 4. George Allen and Unwin. £2 10s. (£2.50p.) SBN 04 658034 4.

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**Correction**

NINETY-SIXTH ANNUAL REPORT OF THE COUNCIL OF THE CORPORATION OF FOREIGN BONDHOLDERS FOR THE YEAR ENDED 31ST DECEMBER, 1969: CORRECTION: This publication was listed in the *Journal* of April 15, where the address of The Council of the Corporation of Foreign Bondholders was incorrectly given. The Council's address is. 68 Queen Street, London, E.C.4.

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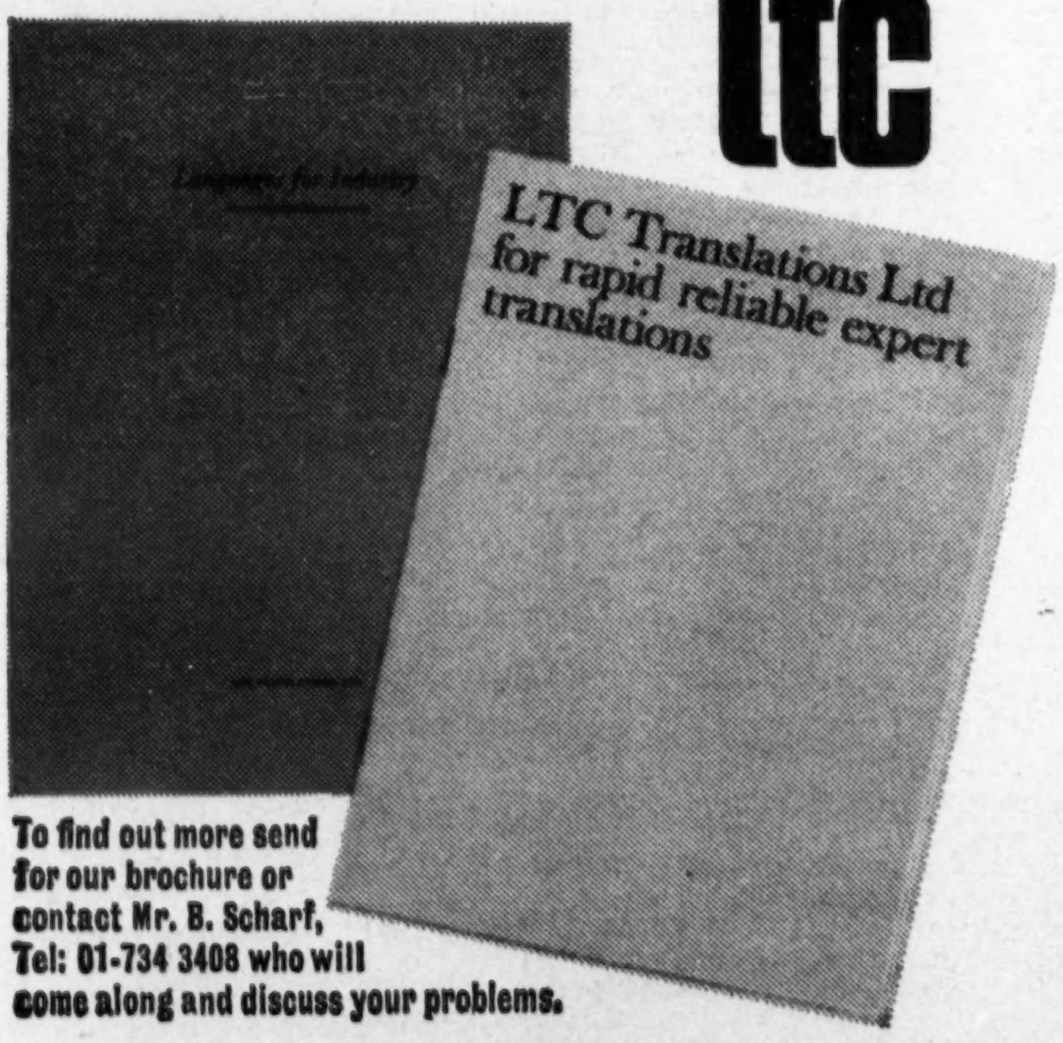


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*invites tenders for the following:*

## TENDER No. 11/4341

**Manjira Water Supply Scheme II Phase for Hyderabad-Scunderabad (INDIA), Supply and Erection of following:**

1. Pumping Main Pipe Line consisting of 790 Metres of Steel Pipes and 40,510 Metres of pre-stressed Concrete Pipe capable of delivering 22,800 G.P.M. (1,03,500 Litres and 2,240 Metres of Concrete Pipes for 63,200 Litres per minute delivery).

2. Pumps for Intake Well, Discharge and Raw Water, Capable of Delivering 1,03,500 Litres and 57,000 Litres/Min.

3. Treatment Works like pre-settling Tanks, Clari-floculators, etc.

The tender documents with relevant Specification, etc., for each of the Category of Work VIZ: Pumping Main, Supply and Erection of Pumps and Motors with Accessories and treatment works can be obtained only from the Superintending Engineer (address as above) till 20th May, 1970, on non-refundable payment of Rs. 100/- for each Category of Work Tender.

Tenders are required to be returned DIRECT to the above address so as to reach the Superintending Engineer's Office by 25th September, 1970 and NOT TO THIS OFFICE.

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A specimen copy of the relevant tender documents can be seen at:

**Engineering Branch,**
**INDIA SUPPLY MISSION,**
**Government Building, Bromyard Avenue,**
**Acton, London, W.3,**

under Reference S.3996/69/MDG/ENG.1.

# Government surplus sales by auction

## MINISTRY OF DEFENCE

| 1970 | Stores | Location | Auctioneers |
|---|---|---|---|
| May 20 | Miscellaneous stores | Central Ordnance Depot, Bicester, Oxon. | Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon (Tel. 08692 2073) |

Thames personnel vans; Bedford fire tenders with Sigmund and Coventry Climax pumps; Bedford mobile kitchen; Coventry Climax featherweight pumps; 3-ton Jumbo crane; Marshall 6-ton road rollers; Barford 1½ cu. yd. dumpers; Caterpillar D4 bulldozer; 1-ton diesel roller; Ferguson agricultural tractors; control units for caterpillar tractors; Petbow welder; hydraulic loading shovel; Allen autoscythes; 20 in. by 36 in. grass mowers; bolted barrel tanks (35,000 galls. capacity); teleprinters and teleprinter equipment; wooden extending ladders; fire-fighting equipment; manilla, sisal and wire rope; generators; miscellaneous vehicle spares; grindery; clothing including, blue battledress trousers and blouses; greatcoats; raincoats; drill trousers; jackets; etc.; mixed rags; scrap canvas; carpets; groundsheets; GS haversacks; vests and drawers; webbing and other textiles; tubular stacking chairs; tables; desks; armchairs, etc.; large quantities of steel nuts, bolts, screws, rivets, washers and other items of miscellaneous stores.

| | | | |
|---|---|---|---|
| May 28 | Miscellaneous stores | Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks. | Bartle & Son (Dept. L), 52 Merrion Street, Leeds, LS2 8JH (Tel. 0532 20899). |

Diesel and electric fork lift trucks; pallet transporters; portable runways; gravity conveyors; lathes; milling machines; drilling and grinding machines; hack saw; charging plant; welding plant; transporting and lifting equipment; shearing and folding machines; storehouse trucks; hand cranes; dynamometers; petrol engines; cables; tyres; electrical, signal and wireless equipment; tool kits and hand tools; fire fighting equipment; hydraulic and screw jacks; binoculars; ironmongery; household and kitchen equipment; ladders; rope; steel and wooden boxes; buckets; TEXTILES: tents; canvas; packs; haversacks; carpets; curtains; groundsheets; webbing; kit bags; camp equipment; CLOTHING: greatcoats; raincoats; battledress; shirts; jerseys; boots; shoes, etc.; HOUSEHOLD AND OFFICE FURNITURE: chairs: tables; wardrobes; lockers; chests of drawers; desks; beds, etc.; large quantities of miscellaneous general stores.

| | | | |
|---|---|---|---|
| June 2-4 | Miscellaneous stores | Ordnance Storage & Disposal Depot, Branston, Staffs. | Arnold & Son (Dept. L), 'Modwena House,' 13 Market Place, Burton-upon-Trent, Staffs. (Tel. 4657) |

Earth moving spares; equipment and conversion sets; electronic test meters and instruments; miscellaneous medical equipment and stores; rescue equipment including axes, ropes, etc.; machine tools including, centre, capstan and shell lathes; Rapidor power saw; bench and tool grinders; honers; polishing and buffing machines; coil winders; guillotines; valve grinder, etc.; greatcoats; waterproof coats; tunics; trousers; boots, cotton cloths; blue battledress blouses and trousers; anklets; berets; electrical equipment and spares; 2¼-tons petrol cans; 14 cwt. steel balls $\frac{5}{16}$ in. dia. and large quantities of miscellaneous general stores.

**Catalogues of the above sales obtainable from relevant auctioneers about 14 days prior to and up to dates of sales, price 1s. 0d. (postal order only)**


# Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 37s. 6d. (*by post* 39s.)

*Government publications can be purchased from the Government Bookshops in London (post orders to PO Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.*

HMSO

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# Statistics

# The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

| | Gross Domestic Product (expenditure estimates) | Index of Industrial Production | Consumers' Income and Expenditure | | | | Fixed Capital Expenditure | | | | | Increase in Stocks | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | Total | Selected Components | | | | Total | Selected Components | | |
| | | | Personal disposable income | Total consumers' expenditure | | Retail sales | | Manufacturing industry | Distributive and service industries | Dwellings | Public sector excluding dwellings | | Manufacturing industry | Wholesalers | Retailers |
| | at 1963 prices | | at current prices | | at 1963 prices | at 1966 prices | at 1963 prices | | | | | at 1963 prices | | | |
| Base of index | 1963 | 1963 | 1963 | 1963 | 1963 | 1966 | 1963 | 1963 | 1963 | 1963 | 1963 | | | | |
| £m. in base year | 26,826 | | 21,757 | 20,125 | 20,125 | 11,372 | 4,916 | 1,055 | 1 020 | 944 | 1,752 | Series in £ million | | | |
| 1964 | 105 | 108 | 107 | 107 | 103 | .. | 116 | 113 | 119 | 124 | 113 | 642 | 411 | 91 | 50 |
| 1965 | 108 | 112 | 115 | 114 | 105 | .. | 121 | 124 | 118 | 127 | 117 | 400 | 262 | 49 | 50 |
| 1966 | 110 | 113 | 122 | 120 | 107 | 100 | 124 | 128 | 114 | 128 | 125 | 241 | 147 | 19 | 6 |
| 1967 | 112 | 114 | 127 | 126 | 110 | 101 | 132 | 124 | 120 | 138 | 142 | 169 | –39 | 10 | 11 |
| 1968 | 115 | 120 | 135 | 135 | 112 | 104 | 139 | 128 | 141 | 144 | 142 | 155 | –47 | 81 | 95 |
| 1969 | 117 | 123 | 142 | 142 | 112 | 103 | 135 | 135 | 144 | 131 | 131 | 311 | 208 | 14 | 37 |
| 1968 | | | | | | | | | | | | | | | |
| 1st quarter | 115 | 118 | 133 | 134 | 114 | 105 | 138 | 120 | 135 | 146 | 147 | –72 | –100 | 8 | 49 |
| 2nd quarter | 113 | 119 | 133 | 131 | 109 | 102 | 136 | 120 | 133 | 147 | 143 | 58 | 24 | 23 | 1 |
| 3rd quarter | 115 | 120 | 135 | 135 | 112 | 103 | 138 | 128 | 140 | 144 | 138 | 38 | 7 | 12 | 5 |
| 4th quarter | 118 | 122 | 138 | 138 | 113 | 104 | 145 | 144 | 155 | 141 | 141 | 131 | 23 | 39 | 40 |
| 1969 | | | | | | | | | | | | | | | |
| 1st quarter | 114 | 122 | 140 | 138 | 111 | 102 | 131 | 121 | 135 | 136 | 133 | 95 | 103 | –14 | 13 |
| 2nd quarter | 116 | 123 | 140 | 141 | 113 | 104 | 133 | 135 | 142 | 129 | 129 | 53 | 32 | – 6 | – 3 |
| 3rd quarter | 117 | 123 | 142 | 143 | 113 | 103 | 137 | 142 | 151 | 132 | 130 | — | –24 | – 9 | – 1 |
| 4th quarter | 120 | 124 | 146 | 146 | 114 | 103 | 137 | 144 | 149 | 126 | 134 | 163 | 97 | 15 | 28 |
| 1970 | | | | | | | | | | | | | | | |
| 1st quarter | | | | | | 103 | | | | | | | | | |
| 1969 | | | | | | | | | | | | | | | |
| October | | 122 | | | | 103 | | | | | | | | | |
| November | | 125 | | | | 104 | | | | | | | | | |
| December | | 124 | | | | 103 | | | | | | | | | |
| 1970 | | | | | | | | | | | | | | | |
| January | | 123 p | | | | 103 | | | | | | | | | |
| February | | 125 p | | | | 104 | | | | | | | | | |
| March | | | | | | 103 | | | | | | | | | |

| | Orders | | Prices and Costs | | | | | Labour | | | Trade | | Balance of Payments current balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Engineering industries: orders on hand (end period) | Textiles and clothing industries: orders on hand (end period) | Retail price Index | | Wholesale price index: non-food manufacturing industry | | Basic hourly wage rates (all industries and services) | Wholly unemployed excluding school leavers | Unfilled vacancies for adults | Civil employment | Imports | Exports‡ | |
| | at 1963 prices | at 1958 prices | Index† | % increase on year earlier | Basic materials and fuel used† | Manufactured products: home sales† | | Mid-month or monthly average | | Quarter or quarterly average | at current prices | | |
| Base of index | Dec. 1963 | Apr. 1959 | 16 Jan. 1962 | | 1963 | 1963 | 31 Jan. 1956 | | | | 1963 | 1963 | series in £ million |
| £m. in base year | | | | | | | | Series in thousands | | | 4,983 | 4,365 | |
| 1964 | 119 | 124 | 107·0 | *3·3* | 103·9 | 101·9 | 148·6 | 362 | 221 | 24,566 | 114 | 105 | –393 |
| 1965 | 123 | 121 | 112·1 | *4·8* | 106·8 | 104·6 | 157·9 | 308 | 265 | 24,785 | 115 | 112 | – 81 |
| 1966 | 118 | 105 | 116·5 | *3·9* | 110·2 | 107·3 | 168·5 | 323 | 255 | 24.834 | 119 | 120 | 40 |
| 1967 | 108 | 114 | 119·4 | *2·5* | 108·4 | 108·2 | 175·3 | 512 | 174 | 24.475 | 129 | 120 | –322 |
| 1968 | 108 | 129 | 125·0 | *4·7* | 120·5 | 112·4 | 187·3 | 541 | 188 | 24.319 | 159 | 147 | –309 |
| 1969 | 117 | 124 p | 131·8 | *5·4* | 125·0 | 115·9 | 197·4 | 535 | 200 | | 167 | 168 | 366 |
| 1968 | | | | | | | | | | | | | |
| 1st quarter | 107 | 117 | 122·1 | *3·0* | 122·9 | 111·4 | 184·8 | 544 | 176 | 24.363 | 158 | 143 | –113 |
| 2nd quarter | 104 | 125 | 125·0 | *4·5* | 119·5 | 112·5 | 185·8 | 541 | 185 | 24.321 | 158 | 139 | –109 |
| 3rd quarter | 104 | 129 | 125·7 | *5·6* | 119·3 | 112·8 | 187·7 | 547 | 189 | 24.276 | 161 | 151 | – 15 |
| 4th quarter | 108 | 129 | 127·2 | *5·6* | 120·4 | 113·1 | 191·0 | 532 | 202 | 24.316 | 160 | 156 | – 72 |
| 1969 | | | | | | | | | | | | | |
| 1st quarter | 111 | 134 | 129·7 | *6·2* | 122·3 | 114·1 | 196·7 | 532 | 198 | 24.317 | 163 | 155 | 23 |
| 2nd quarter | 119 | 131 | 131·8 | *5·4* | 124·2 | 115·1 | 195·6 | 519 | 202 | 24.277 | 169 | 164 | 68 |
| 3rd quarter | 116 | 131 | 132·0 | *5·0* | 126·1 | 116·5 | 197·8 | 547 | 200 | 24.205 | 168 | 175 | 135 |
| 4th quarter | 117 | 124 p | 133·7 | *5·1* | 127·3 | 118·0 | 201·5 | 544 | 199 | | 169 | 178 | 140 |
| 1970 | | | | | | | | | | | | | |
| 1st quarter | | | 136·2 | *5·0* | 129·9 p | 120·2 p | 208·8 | 561 | 192 | | 172 p | 180 p | |
| 1969 | | | | | | | | | | | | | |
| October | 116 | 129 p | 133·2 | *5·4* | 125·9 | 117·5 | 199·0 | 543 | 199 | | 171 | 178 | |
| November | 117 | 124 p | 133·5 | *5·4* | 127·5 | 117·9 | 200·7 | 538 | 197 | | 168 | 179 | |
| December | 117 | 124 p | 134·4 | *4·7* | 128·4 | 118·6 | 204·9 | 550 | 200 | | 170 | 177 | |
| 1970 | | | | | | | | | | | | | |
| January | 119 p | 127 p | 135·5 | *5·0* | 129·4 | 119·5 | 206·1 | 558 | 195 | | 167 | 182 | |
| February | 119 p | 126 p | 136·2 | *4·9* | 129·8 p | 120·3 p | 209·4 | 557 | 192 | | 172 | 174 | |
| March | | | 137·0 | *5·1* | 130·5 p | 120·9 p | 210·8 | 567 | 188 | | 176 p | 185 p | |
| April | | | | | | | | 567 | 188 | | | | |

† Not seasonally adjusted. ‡ Including re-exports.

# Retail sales in March

THE VOLUME of retail trade in the first quarter of 1970, after allowing for seasonal influences, was little different from the level in the second half of 1969. A slight reduction in the volume of sales of durable goods shops was offset by a small rise in the sales of food shops.

The seasonally adjusted index of the volume of sales in March was 103 (1966=100), the same as in each of the five months ended January.

The detailed monthly statistics of retail trade are being published in the *Business Monitor*† series.

**Technical note:**

In accordance with previous practice in this series, the seasonal factors for both the value and the volume of retail trade have been revised to take account of an additional year's experience (see Technical Note pages 30/31 of the *Board of Trade Journal* of July 2, 1969). In doing so it has been possible to make some allowance for the indirect effects of the additional week in the July period of 1969.

For the quarterly figures the new factors have the effect of raising the seasonally adjusted index of the sales of durable goods shops by an index point in the two summer quarters, with a corresponding reduction in the fourth quarter.

For the monthly series for the second half of 1969 and the first quarter of 1970, there have been a number of minor changes. The index of the sales of durable goods shops for July 1969 has been raised by two index points and for February 1970 by one index point; there have been reductions of the indices for November 1969 and January 1970 of one index point. The more volatile index for clothing and footwear shops has been reduced by one index point in November and December 1969 and in January 1970; there is an increase of one point in July 1969.

For food shops and the combined figure for non-food shops and for all kinds of business a rather smoother run in the monthly series is obtained with a levelling off of minor peaks previously suggested for August and November 1969. But none of these changes suggest any significant difference in the trend of the volume of sales which had previously been shown by the seasonal adjustment factors now replaced in the new series.

† The 'Business Monitor' for retail trade is published in four parts: (SD1 food shops; SD2 clothing and footwear shops; SD3 durable goods shops; and SD4 miscellaneous non-food shops), each obtainable from HMSO, PO Box 569, London, S.E.1, at an annual subscription of £2.

**Table 1. Volume of retail sales seasonally adjusted**

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

| | All kinds of business | Food shops | Non-food shops | | | |
|---|---|---|---|---|---|---|
| | | | Total | Clothing and footwear shops | Durable goods shops | Other non-food shops (†) |
| 1968 2nd quarter | 102 | 101 | 103 | 102 | 102 | 103 |
| 3rd quarter | 103 | 102 | 104 | 104 | 106 | 103 |
| 4th quarter | 104 | 104 | 104 | 105 | 105 | 104 |
| 1969 1st quarter | 102 | 103 | 101 | 102 | 102 | 100 |
| 2nd quarter | 104 | 103 | 104 | 105 | 104 | 103 |
| 3rd quarter | 103 | 103 | 103 | 105 | 104 | 102 |
| 4th quarter | 103 | 103 | 103 | 103 | 105 | 102 |
| 1970 1st quarter | 103 | 104 | 103 | 103 | 105 | 102 |
| Percentage increase 1st quarter 1970 on 4th quarter 1969 | — | 1 | — | — | -1 | 1 |
| 1969 July* | 102 | 102 | 102 | 105 | 101 | 102 |
| August | 104 | 104 | 104 | 106 | 107 | 103 |
| September* | 103 | 103 | 103 | 104 | 105 | 102 |
| October | 103 | 103 | 103 | 102 | 105 | 102 |
| November | 103 | 102 | 103 | 105 | 106 | 102 |
| December* | 103 | 103 | 103 | 103 | 105 | 102 |
| 1970 January | 103 | 104 | 102 | 102 | 102 | 103 |
| February | 104 | 103 | 105 | 106 | 108 | 103 |
| March* | 103 | 103 | 102 | 102 | 104 | 102 |

**Table 2. Value of retail sales seasonally adjusted**

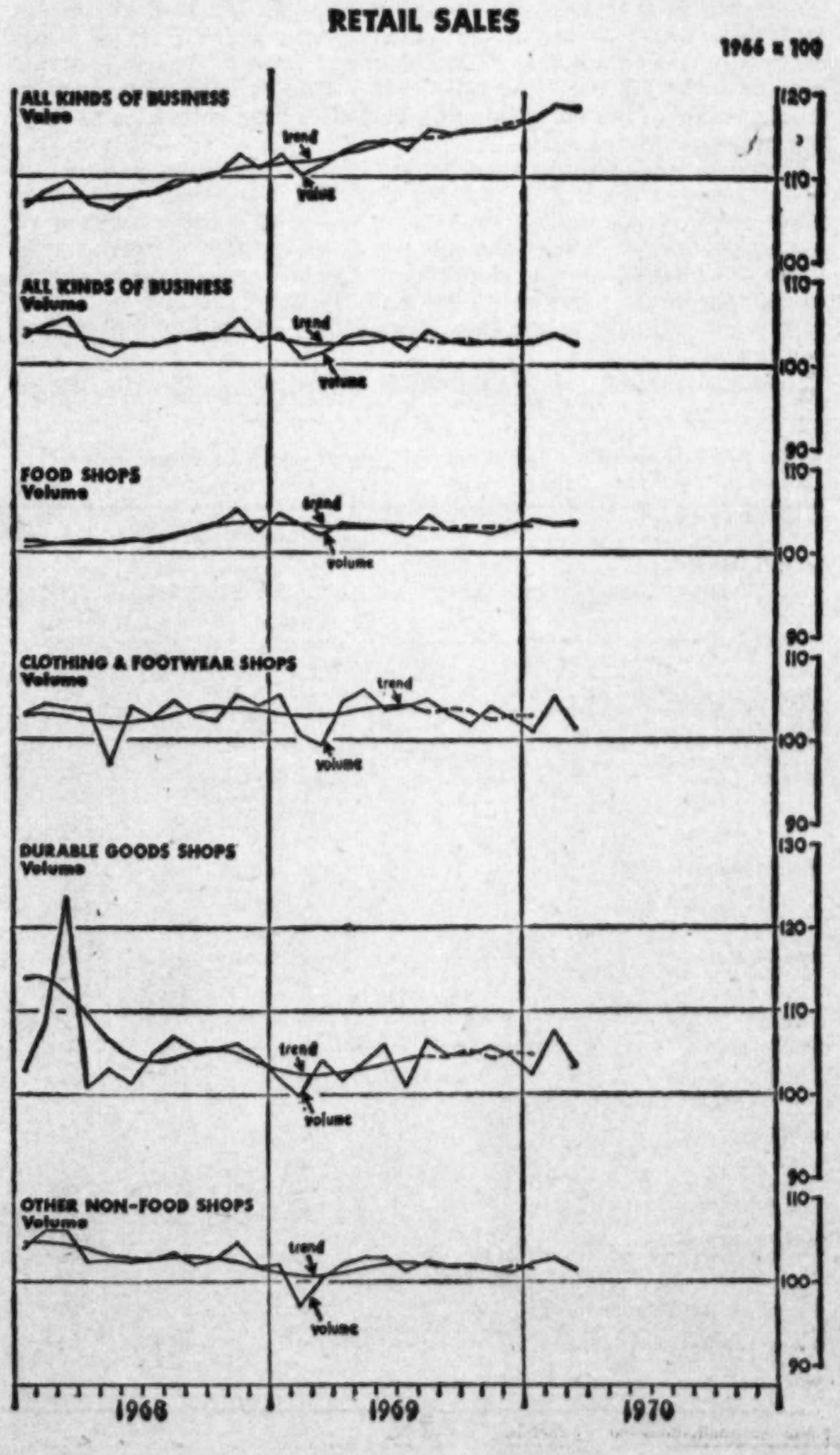
Index numbers of value of sales per week (current prices) (a) 1966 = 100

| | All kinds of business | Food shops | Non-food shops | | | |
|---|---|---|---|---|---|---|
| | | | Total | Clothing and footwear shops | Durable goods shops | Other non-food shops (†) |
| 1968 2nd quarter | 107 | 106 | 108 | 106 | 106 | 109 |
| 3rd quarter | 109 | 109 | 110 | 108 | 111 | 111 |
| 4th quarter | 112 | 111 | 111 | 109 | 112 | 112 |
| 1969 1st quarter | 112 | 114 | 110 | 108 | 110 | 111 |
| 2nd quarter | 114 | 115 | 114 | 113 | 113 | 115 |
| 3rd quarter | 115 | 116 | 114 | 113 | 113 | 115 |
| 4th quarter | 116 | 117 | 115 | 113 | 116 | 117 |
| 1970 1st quarter | 118 | 120 | 117 | 114 | 117 | 119 |
| Percentage increase 1st quarter 1970 on 4th quarter 1969 | 2 | 2 | 2 | 1 | 1 | 2 |
| 1969 July* | 114 | 115 | 113 | 113 | 110 | 114 |
| August | 116 | 117 | 115 | 114 | 116 | 116 |
| September* | 115 | 117 | 115 | 113 | 114 | 116 |
| October | 116 | 117 | 115 | 112 | 116 | 117 |
| November | 116 | 116 | 116 | 114 | 117 | 116 |
| December* | 116 | 118 | 115 | 113 | 115 | 116 |
| 1970 January | 117 | 119 | 116 | 112 | 115 | 118 |
| February | 119 | 119 | 119 | 117 | 120 | 120 |
| March* | 119 | 120 | 117 | 113 | 116 | 119 |

All the series in Tables 1 and 2 are seasonally adjusted independently of each other, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(a) The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by March 1970 sales was the five weeks from March 1, 1970 to April 4, 1970, the corresponding period in 1969 was from February 23, 1969 to March 29, 1969. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(†) Including department stores and mail order businesses.



# Hire purchase and other instalment credit business in March

INSTALMENT CREDIT advanced by finance houses in the first quarter of 1970, after allowing for seasonal factors, was 2 per cent less than in the fourth quarter of 1969; although this comparison is affected by the lower level of sales in March, which may have been influenced by the Easter holidays. The recent upward movement shows no sign of having continued into the first quarter of 1970. Credit extended by durable goods shops in the first quarter of 1970, by comparison, was 3 per cent more than in the preceding quarter; this movement, which may have been effected by the incidence of Easter in the quarter, points to a continuation of the growth of shop instalment credit business which started in the third quarter of 1969.

During the first quarter of 1970, repayment of debt by borrowers exceeded total credit advanced by finance houses and shops, so that there was a fall of £8 million in total outstandings; the greater part of this fall, however, was attributable to seasonal factors, and in seasonally adjusted terms the decrease was only £2 million.

**Finance Houses**

Credit extended by finance houses in March was 8 per cent more than in the same period of 1969 and in the first quarter of 1970 as a whole there was an increase on a year earlier of 9 per cent; this rise which reflects the subdued level of business in the months following the November 1968 measures, is in contrast with the decrease on the corresponding periods a year before, in each of the previous six quarters.

Credit extended by finance houses on new and used cars in the first quarter as a whole was 9 per cent and 5 per cent respectively more than in the same period last year; with the exception of household goods, which showed no change, there were increases in credit extended on a year earlier for the remaining categories of finance houses business, a particularly large increase of 17 per cent being recorded in the case of industrial and building plant and equipment.

The January fall of £7 million in debts outstanding to finance houses was wholly counter-balanced by an increase in February and March; after allowing for seasonal effects there was only a marginal decrease in debt during the first quarter.

**Durable goods shops and department stores**

Instalment credit sales by durable goods shops in March were

**Table 2. Hire purchase and other instalment credit extended and repaid**

Seasonally adjusted — £ million

| | New Credit Extended | | | Repayments | Increase in debt |
|---|---|---|---|---|---|
| | Total | By Shops (†) | By Finance Houses | | |
| 1966 | 904 | 235 | 669 | 1,041 | -137 |
| 1967 | 981 | 235 | 746 | 1,027 | - 46 |
| 1968 | 1,027 | 258 | 769 | 996 | 31 |
| 1969 | 930 | 229 | 701 | 956 | - 26 |
| 1966 1st quarter | 270 | 69 | 201 | 274 | - 4 |
| 2nd quarter | 251 | 61 | 190 | 268 | - 17 |
| 3rd quarter | 202 | 55 | 147 | 251 | - 49 |
| 4th quarter | 181 | 50 | 131 | 248 | - 67 |
| 1967 1st quarter | 198 | 53 | 145 | 254 | - 56 |
| 2nd quarter | 215 | 53 | 162 | 254 | - 39 |
| 3rd quarter | 274 | 61 | 213 | 261 | 13 |
| 4th quarter | 294 | 68 | 226 | 258 | 36 |
| 1968 1st quarter | 292 | 77 | 215 | 264 | 28 |
| 2nd quarter | 227 | 59 | 168 | 249 | - 22 |
| 3rd quarter | 251 | 64 | 187 | 243 | 8 |
| 4th quarter | 257 | 58 | 199 | 240 | 17 |
| 1969 1st quarter | 225 | 56 | 169 | 242 | - 17 |
| 2nd quarter | 223 | 57 | 166 | 239 | - 16 |
| 3rd quarter | 234 | 58 | 176 | 235 | - 1 |
| 4th quarter | 248 | 58 | 190 | 240 | 8 |
| 1970 1st quarter | 247 | 60 | 187 | 249 | - 2 |

(†) Durable goods shops and department stores; not including other instalment credit retailers

**Table 1. Hire purchase and other instalment credit business**

| | Increase in debt outstanding to finance houses, durable goods shops and department stores £ million | | Finance Houses | | | | Durable Goods Shops | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | | *New instalment credit extended per calendar month (Index 1966 = 100)* | | Increase in debt £ million | | *Instalment credit sales per week (Index 1961 = 100)* | | Increase in debt £ million | |
| | Unadjusted | Seasonally adjusted | Unadjusted | Seasonally adjusted | Unadjusted | Seasonally adjusted | Unadjusted | Seasonally adjusted | Unadjusted | Seasonally adjusted |
| 1966 | -137 | | *100* | | -84 | | *93* | | -51 | |
| 1967 | - 46 | | *111* | | -15 | | *94* | | -30 | |
| 1968 | 31 | | *115* | | 26 | | *102* | | 2 | |
| 1969 | - 26 | | *105* | | -21 | | *94* | | - 5 | |
| 1966 1st quarter | -11 | - 4 | 118 | *120* | 4 | 3 | 97 | *104* | -13 | - 5 |
| 2nd quarter | 8 | -17 | 129 | *114* | 24 | - 5 | 90 | *95* | -15 | -11 |
| 3rd quarter | -52 | -49 | 89 | *88* | -36 | -33 | 86 | *88* | -15 | -15 |
| 4th quarter | -82 | -67 | 64 | *78* | -76 | -49 | 97 | *83* | - 8 | -20 |
| 1967 1st quarter | -59 | -56 | 87 | *86* | -39 | -41 | 81 | *87* | -18 | -12 |
| 2nd quarter | -18 | -39 | 113 | *96* | - 4 | -27 | 83 | *88* | -13 | -11 |
| 3rd quarter | 11 | 13 | 129 | *128* | 20 | 21 | 93 | *96* | - 8 | - 8 |
| 4th quarter | 20 | 36 | 117 | *135* | 8 | 32 | 122 | *105* | 9 | 1 |
| 1968 1st quarter | 24 | 28 | 129 | *128* | 25 | 24 | 111 | *120* | - 1 | 4 |
| 2nd quarter | 2 | -22 | 116 | *101* | 9 | -18 | 86 | *92* | - 6 | - 3 |
| 3rd quarter | 5 | 8 | 113 | *112* | 7 | 9 | 96 | *99* | - 1 | — |
| 4th quarter | — | 17 | 101 | *118* | -15 | 11 | 113 | *98* | 10 | 1 |
| 1969 1st quarter | -20 | -17 | 102 | *102* | - 7 | - 9 | 87 | *93* | -10 | - 5 |
| 2nd quarter | 7 | -16 | 114 | *99* | 9 | -17 | 88 | *93* | - 1 | 2 |
| 3rd quarter | - 4 | - 1 | 106 | *105* | - 2 | 1 | 91 | *94* | - 2 | - 2 |
| 4th quarter | - 9 | 8 | 96 | *113* | -21 | 4 | 113 | *97* | 8 | — |
| 1970 1st quarter | - 8 | - 2 | 112 | *111* | — | - 1 | 94 | *101* | - 5 | 2 |
| 1969 October | - 3 | 1 | 110 | *114* | - 4 | 1 | 108 | *96* | 1 | — |
| November | — | - 1 | 93 | *104* | - 4 | - 2 | 116 | *98* | 3 | — |
| December | - 6 | 8 | 85 | *122* | -13 | 5 | 115 | *97* | 4 | — |
| 1970 January | - 7 | - 2 | 100 | *111* | - 7 | - 3 | 94 | *98* | 1 | 2 |
| February | 1 | 1 | 110 | *114* | 3 | 1 | 99 | *105* | - 2 | — |
| March | - 2 | - 1 | 125 | *109* | 4 | *1* | 90 | *100* | - 4 | — |
| 3 months ended December 1969 | - 9 | 8 | 96 | *113* | -21 | 4 | 113 | *97* | 8 | — |
| 3 months ended March 1970 | - 8 | - 2 | 112 | *111* | — | - 1 | 94 | *101* | - 5 | 2 |
| Percentage increase | | | 17 | *- 2* | | | -17 | *3* | | |

5 per cent more by value than in March 1969, an increase which is somewhat less than the average rise of 8 per cent in the first quarter as a whole; the increase in the first quarter, reflects the lower level of business activity in the months immediately following the November 1968 measures. Furniture shops recorded a 10 per cent increase on a year earlier in the first quarter, after showing decreases in recent quarters; for other durable goods shops which include gas and electricity showrooms, there was an increase of 7 per cent, a comparison which conceals a much larger rise for radio and electrical goods (15 per cent).

**Other instalment credit retailers**

Instalment credit sales in March by general mail order houses which account for the greater part of the credit business of this group of retailers, were 6 per cent more in value than in March 1969, a smaller increase than those in the two previous months; but in the quarter as a whole, there was a rise on a year earlier of 13 per cent, which is the largest quarterly increase on a year before recorded for some years. The debt outstanding to this group of retailers declined by £14 million during the quarter, somewhat less than the usual seasonal fall at this time of year.

**Table 3. Hire purchase and other credit instalments outstanding**

£ million end period

| Owed directly to | | Jan. | Feb. | March | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Durable goods shops | 1966 | 327 | 324 | 316 | 311 | 309 | 301 | 298 | 292 | 286 | 281 | 280 | 278 |
| | 1967 | 273 | 267 | 260 | 255 | 252 | 247 | 245 | 241 | 239 | 240 | 243 | 248 |
| | 1968 | 246 | 247 | 247 | 245 | 245 | 241 | 239 | 239 | 240 | 243 | 248 | 250 |
| | 1969 | 246 | 243 | 240 | 238 | 242 | 239 | 237 | 238 | 237 | 238 | 241 | 245 |
| | 1970 | 246 | 244 | 240 | | | | | | | | | |
| Department stores | 1966 | 31 | 30 | 29 | 29 | 28 | 28 | 28 | 27 | 27 | 27 | 27 | 29 |
| | 1967 | 28 | 26 | 26 | 26 | 25 | 25 | 25 | 25 | 25 | 25 | 26 | 28 |
| | 1968 | 29 | 28 | 28 | 28 | 28 | 27 | 27 | 26 | 26 | 27 | 28 | 31 |
| | 1969 | 30 | 30 | 28 | 28 | 27 | 27 | 28 | 27 | 27 | 27 | 28 | 31 |
| | 1970 | 30 | 30 | 28 | | | | | | | | | |
| Finance Houses | 1966 | 881 | 884 | 885 | 894 | 905 | 909 | 915 | 898 | 873 | 849 | 827 | 797 |
| | 1967 | 782 | 770 | 758 | 754 | 750 | 754 | 765 | 771 | 774 | 784 | 795 | 782 |
| | 1968 | 784 | 793 | 807 | 809 | 815 | 816 | 820 | 825 | 823 | 823 | 823 | 808 |
| | 1969 | 800 | 798 | 801 | 804 | 804 | 810 | 809 | 811 | 808 | 804 | 800 | 787 |
| | 1970 | 780 | 783 | 787 | | | | | | | | | |
| Total | 1966 | 1,239 | 1,238 | 1,230 | 1,234 | 1,242 | 1,238 | 1,241 | 1,217 | 1,186 | 1,157 | 1,134 | 1,104 |
| | 1967 | 1,083 | 1,063 | 1,044 | 1,035 | 1,027 | 1,026 | 1,035 | 1,037 | 1,038 | 1,049 | 1,064 | 1,058 |
| | 1968 | 1,059 | 1,068 | 1,082 | 1 082 | 1,088 | 1,084 | 1,086 | 1,090 | 1,089 | 1,093 | 1,099 | 1,089 |
| | 1969 | 1,076 | 1,071 | 1,069 | 1 070 | 1,073 | 1,076 | 1,074 | 1,076 | 1,072 | 1,069 | 1,069 | 1,063 |
| | 1970 | 1,056 | 1,057 | 1,055 | | | | | | | | | |
| Other instalment credit retailers† | 1966 | 180 | 174 | 172 | 171 | 173 | 171 | 167 | 163 | 165 | 170 | 180 | 198 |
| | 1967 | 188 | 184 | 181 | 179 | 178 | 175 | 170 | 167 | 168 | 173 | 186 | 208 |
| | 1968 | 196 | 191 | 189 | 190 | 188 | 187 | 182 | 179 | 179 | 185 | 197 | 222 |
| | 1969 | 211 | 206 | 203 | 201 | 204 | 203 | 195 | 191 | 189 | 195 | 208 | 232 |
| | 1970 | 226 | 223 | 218 | | | | | | | | | |
| GRAND TOTAL | 1966 | 1,419 | 1,412 | 1,402 | 1,405 | 1,415 | 1,409 | 1,408 | 1,380 | 1,351 | 1,327 | 1,314 | 1 302 |
| | 1967 | 1,271 | 1,247 | 1,225 | 1,214 | 1,205 | 1,201 | 1,205 | 1,204 | 1,206 | 1,222 | 1,250 | 1,266 |
| | 1968 | 1,255 | 1,259 | 1,271 | 1,272 | 1,276 | 1,271 | 1,268 | 1,269 | 1,268 | 1,278 | 1,296 | 1 311 |
| | 1969 | 1 287 | 1,277 | 1,272 | 1,271 | 1,277 | 1,279 | 1,269 | 1,267 | 1,261 | 1,264 | 1,277 | 1,295 |
| | 1970 | 1,282 | 1,280 | 1,273 | | | | | | | | | |

† Comprising general stores (other than department stores), general mail order houses and co-operative non-durable goods departments.

**Table 4. Retailers: Instalment credit sales of selected kinds of business**
**Index numbers of value of goods sold on hire purchase and other instalment credit per week *and percentage increases compared with a year earlier***

Average of 1961 = 100

| (H.P. and other instalment credit sales in 1961 £ million) | Total of Selected kinds of Businsss (§) | | Durable Goods Shops Total (†) | | Department Stores | | Other Instalment Credit Retailers | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | Other General Stores (‡) | | General Mail Order Houses | | Co-operative Societies non-durable goods departments | |
| | (£673) | | (£303) | | (£54) | | (£72) | | (£201) | | (£43) | |
| 1966 | 124 | - 3 | 93 | -17 | 103 | - 1 | 125 | - 6 | 184 | 11 | 93 | - 2 |
| 1967 | 128 | 3 | 94 | 2 | 108 | 5 | 119 | - 4 | 195 | 6 | 92 | - 2 |
| 1968 | 137 | 7 | 102 | 8 | 115 | 7 | 120 | 1 | 210 | 8 | 93 | 1 |
| 1969 | 136 | - 1 | 94 | - 7 | 118 | 3 | 117 | - 3 | 219 | 4 | 91 | - 2 |
| 1966 1st quarter | 115 | 2 | 97 | - 9 | 95 | 8 | 96 | -12 | 162 | 14 | 71 | - 1 |
| 2nd quarter | 119 | — | 90 | -14 | 97 | 1 | 120 | 2 | 176 | 8 | 86 | - 5 |
| 3rd quarter | 111 | - 6 | 86 | -19 | 92 | - 6 | 108 | - 7 | 160 | 8 | 83 | - 5 |
| 4th quarter | 152 | - 7 | 97 | -26 | 128 | - 5 | 176 | - 6 | 237 | 6 | 134 | 1 |
| 1967 1st quarter | 108 | - 6 | 81 | -17 | 89 | - 6 | 90 | - 6 | 170 | 5 | 69 | - 2 |
| 2nd quarter | 118 | - 1 | 83 | - 8 | 96 | - 1 | 110 | - 8 | 186 | 6 | 84 | - 3 |
| 3rd quarter | 116 | 5 | 93 | 7 | 100 | 8 | 103 | - 4 | 167 | 4 | 82 | - 1 |
| 4th quarter | 170 | 12 | 122 | 25 | 148 | 15 | 175 | - 1 | 256 | 8 | 131 | - 2 |
| 1968 1st quarter | 129 | 20 | 111 | 38 | 105 | 18 | 96 | 7 | 188 | 10 | 69 | — |
| 2nd quarter | 124 | 6 | 86 | 4 | 104 | 8 | 110 | — | 201 | 8 | 85 | 2 |
| 3rd quarter | 120 | 4 | 96 | 4 | 102 | 3 | 102 | - 1 | 175 | 5 | 84 | 2 |
| 4th quarter | 173 | 2 | 113 | - 7 | 149 | 1 | 174 | — | 278 | 8 | 132 | 1 |
| 1969 1st quarter | 116 | -10 | 87 | -22 | 98 | - 7 | 89 | - 7 | 187 | - 1 | 65 | - 7 |
| 2nd quarter | 129 | 4 | 88 | 2 | 112 | 8 | 112 | 2 | 210 | 5 | 86 | — |
| 3rd quarter | 120 | — | 91 | - 6 | 107 | 4 | 95 | - 7 | 187 | 7 | 83 | - 1 |
| 4th quarter | 178 | 3 | 113 | - 1 | 156 | 5 | 175 | 1 | 294 | 6 | 131 | - 1 |
| 1970 1st quarter | 128 | 10 | 94 | 8 | 100 | 3 | 90 | 1 | 212 | 13 | 67 | 4 |
| 1969 October | 163 | 2 | 108 | - 6 | 130 | 6 | 131 | — | 283 | 8 | 86 | 2 |
| November | 186 | 5 | 116 | — | 146 | 4 | 167 | 1 | 323 | 8 | 127 | 12 |
| December* | 184 | 2 | 115 | 3 | 185 | 4 | 217 | — | 280 | 2 | 171 | - 8 |
| 1970 January | 115 | 7 | 94 | 7 | 117 | — | 89 | 6 | 167 | 10 | 60 | 4 |
| February | 136 | 19 | 99 | 14 | 98 | 9 | 92 | 1 | 233 | 28 | 61 | 11 |
| March* | 131 | 4 | 90 | 5 | 89 | — | 90 | - 3 | 232 | 6 | 78 | 1 |

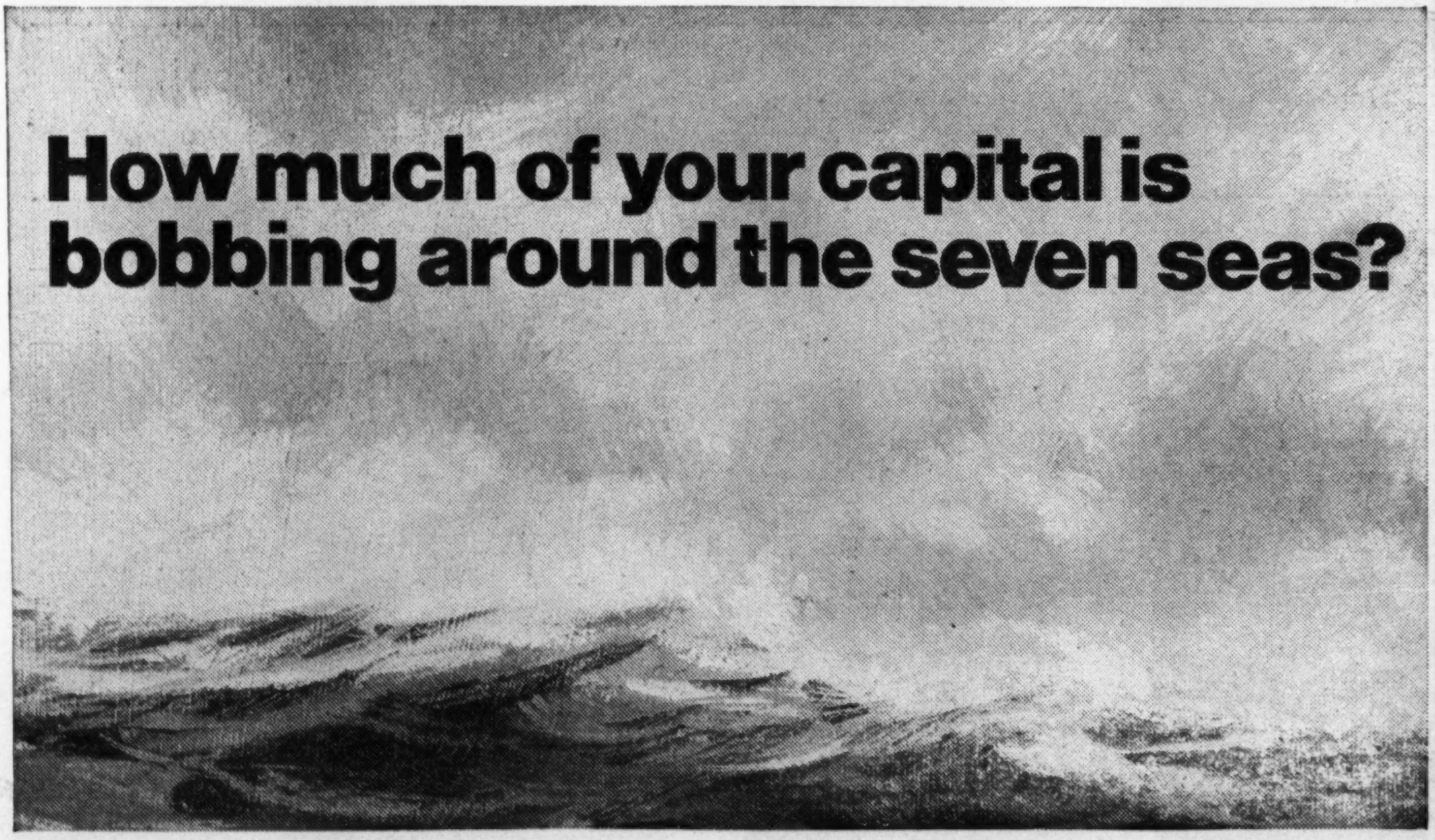
*(Continued on next page)*

## HIRE PURCHASE – *continued*

**Table 4** – *continued*

| (H.P. and other instalment credit sales in 1961 £ million) | Durable Goods Shops | | | | | | | | Furniture Shops | | | | | | Other Durable Goods Shops | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total (£303) | | Multiples (£161) | | Independents (£110) | | Co-operative Societies (£32) | | Total (excluding Co-operative Societies) (£128) | | Multiples (£62) | | Independents (£65) | | Total (excluding Co-operative Societies) (£143) (‖) | | Radio and electrical, etc. goods shops (¶) (£82) | |
| 1966 | 93 | –17 | 100 | –15 | 82 | –19 | 95 | –19 | 93 | –15 | 94 | –15 | 92 | –15 | 92 | –19 | 76 | –21 |
| 1967 | 94 | 2 | 104 | 4 | 81 | – 1 | 91 | – 4 | 88 | – 5 | 86 | – 8 | 90 | – 2 | 101 | 9 | 82 | 7 |
| 1968 | 102 | 8 | 113 | 8 | 87 | 8 | 96 | 5 | 90 | 2 | 87 | 1 | 94 | 4 | 113 | 13 | 90 | 11 |
| 1969 | 94 | – 7 | 107 | – 5 | 78 | –10 | 84 | –12 | 81 | –11 | 79 | – 9 | 82 | –12 | 109 | – 4 | 84 | – 7 |
| 1966 1st quarter | 97 | – 9 | 101 | – 9 | 90 | – 9 | 106 | – 7 | 95 | – 2 | 95 | 3 | 96 | – 6 | 97 | –14 | 85 | – 9 |
| 2nd quarter | 90 | –14 | 97 | –13 | 79 | –14 | 96 | –14 | 91 | –10 | 93 | –11 | 89 | – 8 | 88 | –17 | 73 | –18 |
| 3rd quarter | 86 | –19 | 96 | –16 | 73 | –23 | 84 | –24 | 88 | –18 | 90 | –17 | 86 | –18 | 85 | –19 | 66 | –24 |
| 4th quarter | 97 | –26 | 106 | –22 | 86 | –30 | 93 | –31 | 98 | –26 | 98 | –28 | 98 | –25 | 98 | –24 | 81 | –30 |
| 1967 1st quarter | 81 | –17 | 88 | –13 | 71 | –21 | 79 | –26 | 76 | –21 | 73 | –23 | 78 | –18 | 85 | –12 | 70 | –18 |
| 2nd quarter | 83 | – 8 | 93 | – 5 | 69 | –12 | 80 | –16 | 76 | –16 | 74 | –20 | 79 | –11 | 89 | 1 | 68 | – 6 |
| 3rd quarter | 93 | 7 | 103 | 8 | 78 | 7 | 89 | 5 | 84 | – 5 | 79 | –12 | 88 | 2 | 101 | 19 | 81 | 24 |
| 4th quarter | 122 | 25 | 134 | 26 | 105 | 23 | 116 | 26 | 117 | 20 | 118 | 20 | 117 | 19 | 127 | 30 | 107 | 33 |
| 1968 1st quarter | 111 | 38 | 121 | 39 | 98 | 39 | 107 | 36 | 96 | 27 | 92 | 26 | 100 | 28 | 125 | 48 | 101 | 46 |
| 2nd quarter | 86 | 4 | 98 | 6 | 71 | 3 | 77 | – 4 | 80 | 5 | 80 | 8 | 81 | 3 | 93 | 5 | 72 | 6 |
| 3rd quarter | 96 | 4 | 109 | 6 | 79 | 1 | 90 | 1 | 83 | – 1 | 79 | — | 86 | – 2 | 109 | 8 | 84 | 4 |
| 4th quarter | 113 | – 7 | 123 | – 8 | 101 | – 4 | 109 | – 7 | 101 | –13 | 96 | –19 | 107 | – 9 | 125 | – 1 | 104 | – 3 |
| 1969 1st quarter | 87 | –22 | 95 | –21 | 77 | –22 | 78 | –27 | 71 | –26 | 66 | –28 | 77 | –24 | 102 | –18 | 83 | –19 |
| 2nd quarter | 88 | 2 | 102 | 4 | 69 | – 3 | 77 | — | 78 | – 3 | 80 | — | 75 | – 7 | 99 | 9 | 71 | – 2 |
| 3rd quarter | 91 | – 6 | 104 | – 5 | 74 | – 6 | 79 | –11 | 77 | – 7 | 74 | – 7 | 79 | – 8 | 105 | – 4 | 79 | – 6 |
| 4th quarter | 113 | – 1 | 127 | 3 | 95 | – 7 | 104 | – 5 | 97 | – 4 | 95 | – 1 | 99 | – 8 | 129 | 3 | 104 | 1 |
| 1970 1st quarter | 94 | 8 | 105 | 10 | 82 | 6 | 80 | 2 | 79 | 10 | 79 | 20 | 79 | 3 | 110 | 7 | 95 | 15 |
| 1969 October | 108 | – 6 | 120 | – 6 | 88 | –10 | 113 | 6 | 92 | – 5 | 87 | – 3 | 97 | – 6 | 120 | – 9 | 91 | –12 |
| November | 116 | — | 128 | 3 | 99 | – 3 | 110 | –10 | 96 | – 5 | 89 | – 1 | 104 | – 8 | 134 | 5 | 104 | 2 |
| December* | 115 | 3 | 132 | 11 | 96 | – 7 | 91 | – 8 | 101 | – 4 | 106 | — | 96 | – 8 | 132 | 11 | 116 | 9 |
| 1970 January | 94 | 7 | 101 | 10 | 86 | 3 | 85 | 2 | 80 | 5 | 74 | 13 | 86 | – 1 | 108 | 8 | 99 | 22 |
| February | 99 | 14 | 111 | 16 | 87 | 10 | 76 | 13 | 83 | 15 | 87 | 24 | 80 | 7 | 118 | 13 | 102 | 17 |
| March* | 90 | 5 | 102 | 5 | 74 | 6 | 79 | – 4 | 74 | 11 | 77 | 22 | 72 | 3 | 105 | 2 | 86 | 8 |

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (¶) Comprises radio and electrical goods shops, cycle and perambulator shops.


How much of your capital is bobbing around the seven seas?
INTERNATIONAL FINANCE AND SERVICES LIMITED 38 Mincing Lane, London EC3. Tel: 01-623 3020

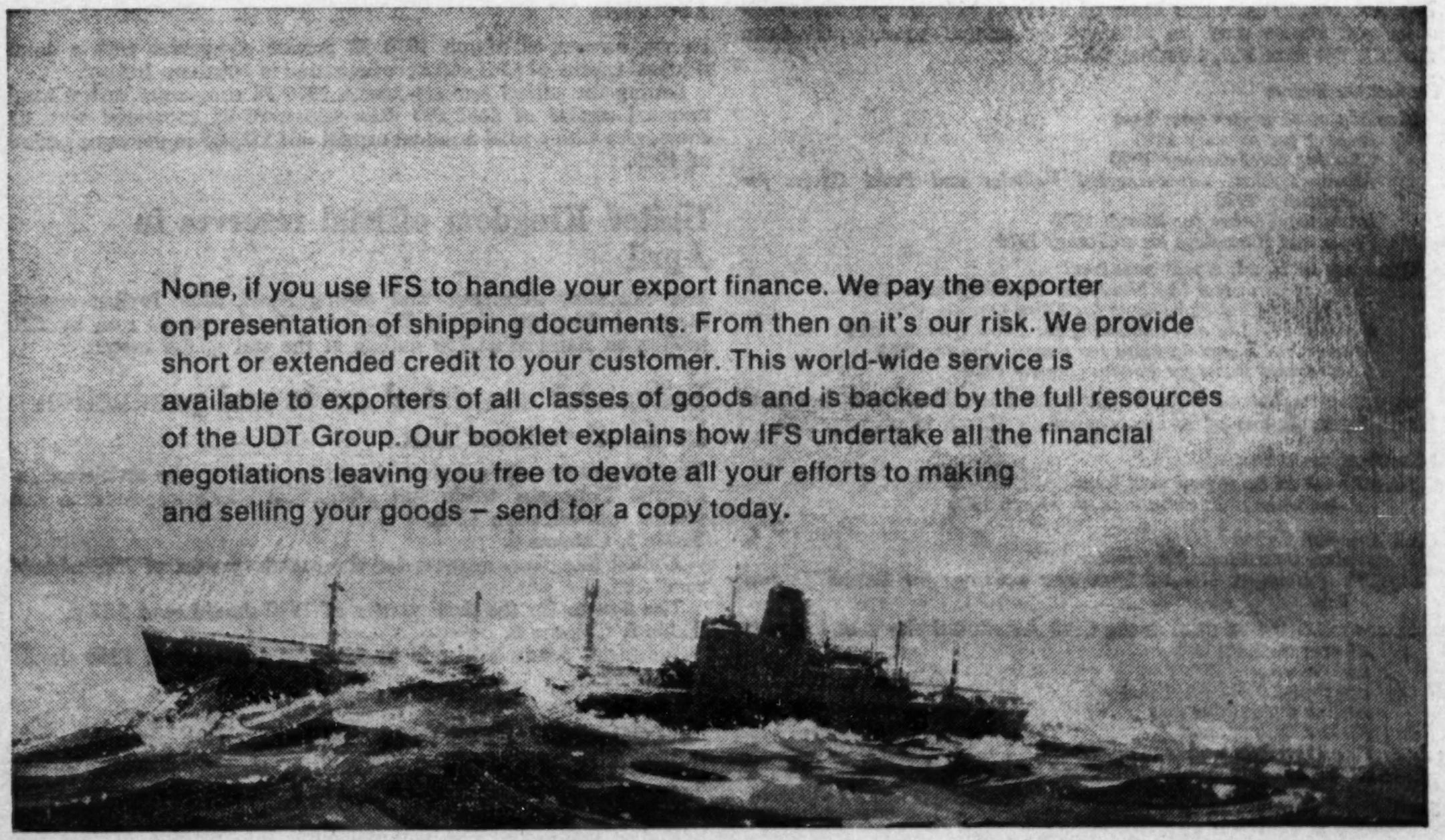
# Finance houses: new instalment credit extended

**Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month *and percentage increases compared with a year earlier***

Monthly average 1966 = 100

| (£ million 1966) | All goods (£670) | | Private cars, new (£132) | | Private cars, used (£250) | | Commercial motor vehicles – new and used (£78) | | Motor-cycles, side-cars, power assisted cycles (£16) | | Caravans new and used (£15) | | Farm equipment and tractors (£11) | | Industrial and building plant and equipment (£80) | | Household goods (†) (£34) | | Other goods (£54) | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1966 | 100 | | 100 | | 100 | | 100 | | 100 | | 100 | | 100 | | 100 | | 100 | | 100 | |
| 1967 | 111 | 11 | 116 | 16 | 117 | 17 | 103 | 3 | 105 | 5 | 95 | – 5 | 98 | – 2 | 113 | 13 | 106 | 6 | 96 | – 4 |
| 1968 | 115 | 3 | 110 | – 5 | 117 | — | 117 | 14 | 109 | 4 | 118 | 23 | 95 | – 3 | 110 | – 3 | 127 | 20 | 117 | 22 |
| 1969 | 105 | – 9 | 91 | –18 | 101 | –14 | 128 | 9 | 77 | –29 | 114 | – 4 | 96 | 1 | 105 | – 5 | 107 | –16 | 128 | 10 |
| 1966 1st quarter | 118 | – 2 | 130 | –11 | 115 | — | 118 | 6 | 113 | – 9 | 90 | –12 | 87 | 30 | 115 | 1 | 116 | –11 | 116 | 13 |
| 2nd quarter | 129 | – 9 | 142 | –18 | 138 | – 5 | 125 | 2 | 154 | –22 | 133 | – 1 | 105 | 21 | 114 | – 9 | 101 | –17 | 101 | –12 |
| 3rd quarter | 89 | –21 | 83 | –31 | 89 | –23 | 89 | – 4 | 92 | –36 | 114 | – 4 | 125 | 5 | 90 | –17 | 90 | –18 | 90 | –14 |
| 4th quarter | 64 | –32 | 44 | –48 | 58 | –36 | 69 | –25 | 41 | –58 | 63 | –17 | 83 | –17 | 84 | –15 | 94 | –27 | 93 | –16 |
| 1967 1st quarter | 87 | –26 | 83 | –36 | 81 | –30 | 91 | –23 | 53 | –53 | 80 | –11 | 81 | – 7 | 108 | – 6 | 100 | –14 | 94 | –19 |
| 2nd quarter | 113 | –13 | 106 | –25 | 115 | –17 | 114 | – 9 | 138 | –10 | 114 | –14 | 89 | –15 | 127 | 12 | 96 | – 5 | 98 | – 2 |
| 3rd quarter | 129 | 44 | 139 | 68 | 151 | 70 | 101 | 13 | 135 | 46 | 115 | 1 | 120 | – 4 | 111 | 23 | 100 | 11 | 91 | — |
| 4th quarter | 117 | 82 | 133 | 202 | 122 | 111 | 104 | 52 | 92 | 126 | 72 | 16 | 101 | 22 | 107 | 27 | 127 | 35 | 100 | 8 |
| 1968 1st quarter | 129 | 49 | 139 | 67 | 131 | 63 | 133 | 46 | 103 | 96 | 110 | 38 | 85 | 5 | 122 | 13 | 136 | 36 | 121 | 29 |
| 2nd quarter | 116 | 3 | 102 | – 4 | 121 | 5 | 121 | 6 | 126 | – 9 | 140 | 22 | 85 | – 5 | 116 | – 9 | 113 | 19 | 121 | 23 |
| 3rd quarter | 113 | –12 | 108 | –22 | 123 | –19 | 102 | 1 | 128 | – 5 | 141 | 23 | 104 | –14 | 98 | –12 | 121 | 21 | 105 | 16 |
| 4th quarter | 101 | –14 | 92 | –31 | 93 | –24 | 112 | 7 | 79 | –15 | 79 | 9 | 108 | 7 | 104 | – 2 | 139 | 9 | 119 | 19 |
| 1969 1st quarter | 102 | –21 | 92 | –34 | 96 | –27 | 131 | – 2 | 63 | –39 | 92 | –17 | 85 | 1 | 101 | –17 | 116 | –14 | 129 | 7 |
| 2nd quarter | 114 | – 2 | 103 | 1 | 114 | – 6 | 139 | 15 | 93 | –26 | 152 | 8 | 95 | 11 | 104 | –10 | 99 | –13 | 133 | 10 |
| 3rd quarter | 106 | – 6 | 95 | –12 | 105 | –14 | 118 | 16 | 90 | –30 | 124 | –12 | 103 | – 1 | 108 | 10 | 98 | –19 | 123 | 17 |
| 4th quarter | 96 | – 5 | 72 | –21 | 89 | – 4 | 124 | 10 | 64 | –19 | 87 | 9 | 103 | – 5 | 106 | 1 | 116 | –16 | 126 | 5 |
| 1970 1st quarter | 112 | 9 | 100 | 9 | 101 | 5 | 142 | 9 | 70 | 12 | 99 | 7 | 91 | 7 | 118 | 17 | 116 | — | 154 | 19 |
| 1969 October | 110 | – 8 | 89 | –22 | 106 | –14 | 139 | 10 | 86 | –26 | 130 | 18 | 123 | 15 | 117 | 8 | 116 | –22 | 120 | 6 |
| November | 93 | –10 | 72 | –28 | 86 | – 7 | 117 | 3 | 62 | –24 | 71 | — | 88 | –17 | 105 | 2 | 115 | –18 | 119 | – 9 |
| December | 85 | 8 | 56 | – 8 | 75 | 20 | 115 | 20 | 43 | 15 | 60 | 5 | 98 | –12 | 95 | – 7 | 117 | – 9 | 138 | 22 |
| 1970 January | 100 | 4 | 87 | 11 | 85 | 1 | 128 | 6 | 57 | 18 | 71 | 15 | 78 | –24 | 107 | 5 | 127 | – 7 | 154 | 10 |
| February | 110 | 14 | 94 | 7 | 104 | 9 | 137 | 10 | 71 | 20 | 100 | 21 | 112 | 81 | 113 | 32 | 106 | — | 151 | 32 |
| March | 125 | 8 | 118 | 7 | 114 | 4 | 162 | 10 | 82 | 3 | 125 | – 5 | 84 | – 8 | 133 | 16 | 114 | 7 | 158 | 19 |

(†) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.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# Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales for February 1970 was 114. This represents an increse of 7 per cent on the index for February 1969, the base index being 100 in 1965.

All the main groups showed increases, clothing and footwear, durable goods, and department and general stores being especially prominent with respective increases of 16 per cent, 17 per cent and 26 per cent. The estimated volume of sales (taking into account price increases) increased by 2 per cent as compared with February 1969.

Further details may be had on application to the Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2. (Tel. Belfast 34488, Ext. 215.)

**Index numbers of value of sales per week** ***and percentage increase compared with a year earlier***

1965 = 100

| | All kinds of business | | Food shops | | Non-food shops | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | Total | | Clothing and footwear shops | | Durable goods | | Miscellaneous non-food | | Department and general stores | |
| 1966 | 102 | | 106 | | 99 | | 98 | | 98 | | 102 | | 92 | |
| 1967 | 103 | *1* | 109 | *3* | 100 | *1* | 95 | *-3* | 99 | *1* | 103 | *2* | 94 | *3* |
| 1968 | 109 | *6* | 118 | *8* | 104 | *4* | 100 | *4* | 106 | *7* | 107 | *3* | 101 | *7* |
| 1969 | 114 | *4* | 125 | *6* | 107 | *3* | 104 | *4* | 109 | *3* | 108 | *2* | 104 | *3* |
| 1968 1st quarter | 106 | *7* | 114 | *6* | 101 | *8* | 94 | *7* | 109 | *17* | 106 | *6* | 92 | *6* |
| 2nd quarter | 109 | *6* | 119 | *7* | 103 | *5* | 97 | *3* | 107 | *13* | 107 | *3* | 96 | *9* |
| 3rd quarter | 107 | *6* | 115 | *7* | 103 | *5* | 93 | *3* | 103 | *6* | 110 | *4* | 93 | *8* |
| 4th quarter | 115 | *5* | 125 | *12* | 109 | *1* | 115 | *4* | 104 | *-6* | 104 | — | 124 | *5* |
| 1969 1st quarter | 109 | *3* | 126 | *11* | 98 | *-3* | 92 | *-1* | 96 | *-12* | 104 | *-2* | 88 | *-4* |
| 2nd quarter | 115 | *5* | 128 | *8* | 106 | *3* | 103 | *6* | 113 | *6* | 107 | — | 102 | *7* |
| 3rd quarter | 111 | *4* | 120 | *5* | 106 | *3* | 96 | *3* | 110 | *7* | 113 | *2* | 95 | *2* |
| 4th quarter | 121 | *5* | 127 | *1* | 117 | *7* | 125 | *9* | 116 | *11* | 110 | *6* | 132 | *6* |
| 1969 February | 106 | — | 126 | *10* | 94 | *-7* | 86 | *-4* | 92 | *-11* | 104 | *-6* | 74 | *-14* |
| March | 106 | 1 | 129 | *12* | 92 | *-7* | 86 | — | 86 | *-17* | 96 | *-9* | 98 | — |
| April | 114 | *3* | 132 | *10* | 103 | *-2* | 98 | *5* | 106 | *-3* | 105 | *-4* | 98 | *-2* |
| May | 118 | *4* | 130 | *8* | 111 | *2* | 108 | *12* | 113 | *6* | 113 | *-4* | 104 | *8* |
| June | 113 | *9* | 124 | *8* | 106 | *9* | 104 | *2* | 120 | *15* | 103 | *9* | 105 | *16* |
| July | 116 | *5* | 121 | *7* | 113 | *4* | 104 | *8* | 116 | *7* | 120 | *1* | 100 | *5* |
| August | 113 | *3* | 125 | *8* | 105 | — | 92 | — | 110 | *5* | 115 | *-1* | 89 | — |
| September | 105 | *3* | 115 | — | 99 | *6* | 91 | *1* | 104 | *8* | 103 | *9* | 94 | *-1* |
| October | 113 | *3* | 123 | *1* | 107 | *4* | 108 | *6* | 114 | *4* | 103 | — | 112 | *11* |
| November | 115 | *4* | 127 | — | 108 | *7* | 123 | *12* | 106 | *7* | 102 | *5* | 106 | *3* |
| December | 135 | *7* | 130 | *2* | 137 | *11* | 144 | *7* | 128 | *23* | 126 | *12* | 178 | *6* |
| 1970 January | 115 | *2* | 121 | *-1* | 112 | *4* | 114 | *8* | 120 | *9* | 115 | *3* | 87 | *-6* |
| February | 114 | *7* | 129 | *1* | 106 | *12* | 100 | *16* | 108 | *17* | 111 | *7* | 94 | *26* |

# Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

**Production Series:**

**Monthly at £1 a year post free:**

*Rubber for January* 1970
*Clothing for February* 1970
*Motor Cycles, Three-wheeled Vehicles and Pedal Cycles for February* 1970
*Imported Timber for March* 1970
*Paper and Film Bags for February* 1970

**Quarterly at 7s. 6d. a year post free:**

*Rotating Electrical Machinery for Fourth Quarter* 1969
*Newspapers and Periodicals for Third Quarter* 1969
*General Printing and Publishing for Third Quarter* 1969
*Mechanical Handling Plant for Fourth Quarter* 1969
*Contractors' Plant for Fourth Quarter* 1969

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on March 18 on page 736.

**Miscellaneous Series:**

**Monthly at £5 5s. a year post free:**

*Motor Vehicle Registrations for March* 1970

**Civil Aviation Series:**

*Airline Operations for January* 1970
*Air Passengers – international and cabotage for Second Quarter* 1969

A complete list of titles in the Civil Aviation Series is as follows:

*Airport Activity (M)*
*Air Passengers (M)*
*Air Freight and Mail (M)*
*Airline Operations (M)*
*Airline Operations (Q)*
*Domestic Passenger Traffic (Q)*
*Air Passengers – international and cabotage (Q)*

**Service and Distributive Series:**

**Monthly at £2 a year post free:**

*Food Shops for March* 1970
*Clothing and Footwear Shops for March* 1970
*Durable Goods Shops for March* 1970
*Miscellaneous Non-food Shops for March* 1970.

# New companies registered in Northern Ireland

IN THE MONTH of March 1970 32 private companies with a total nominal capital of £343,400 were registered in Northern Ireland.

During the period January-March 1970 74 companies with a total nominal capital of £682,800 were registered as compared with 83 companies with a total nominal capital of £552,000 in the same period of 1969.

# United Kingdom official reserves in April

HM TREASURY announce that during April, after further repayments of debt, the United Kingdom official reserves rose by £21 million to stand at £1,150 million at the end of the month.

# Industrial countries' trade and production in 1969—correction

THE FOLLOWING amendments should be made to the article on Industrial Countries' trade and production which appeared in last week's *Journal*, page 1242.

**Table 3, Column 6.**

United Kingdom imports for the fourth quarter of 1969 should read 5.05.

The figures for the first quarter of 1970 should read 5.13 p.

**Table 5, Column 6.**

Industrial countries' trade in the second quarter of 1968 should read 34.57.

# *'Economic Progress Report' for May*

THE MAY issue of Economic Progress Report prepared by the Treasury Information Division is now available. The articles in the May issue as follows:

Budget proposals; The national debt; Into surplus. (This article uses charts to show how exports overtook imports in 1969, and how the strong growth of exports, and slower growth of imports, was made up); and Annual economic review.

# Vehicle production in March

THE MINISTRY of Technology have announced that in the five weeks ended April 4, 1970, recorded car production averaged 30,893 a week, a little higher than in the corresponding but four week period last year. Export production was lower in weekly average terms but home market production rose. Commercial vehicle production in the five weeks averaged 7,905 a week, a little lower than in 1969, with export production up on last year but home market production down. The direct comparison of the average weekly rates in the two years is, however, less valid than usual as the 1970 period included the Easter holiday whereas in 1969 the holiday break fell in the following period; the average weekly rate calculations make no allowance for this. In both years output of both cars and commercial vehicles in the period was seriously reduced by industrial disputes.

On a seasonally-adjusted basis (which makes allowance for the effect of the Easter holiday), total production of cars fell further in March, to the lowest level since March 1969. Most of the decline, compared with February, was in production for the home market. However, the longer-term comparison of the three months January-March 1970 with the three months October-December 1969 still shows a small rise in total production, made up of a fall of 6 per cent in production for export and a rise of 9 per cent in production for the home market.

On a similar seasonally-adjusted basis, total commercial vehicle production also showed a further fall in March, a small rise in production for export being more than offset by a continued decline in production for the home market. However, in the latest three months total production was still a little higher than in the preceding three months. This rise was entirely due to higher output for the home market, output for export being at the same level as in October-December 1969.

* Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

## Table 1 – Record production

| | No. of Weeks | Passenger Cars (including taxis) | | | | Commercial Road Vehicles | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | Totals | Home | Export | Weekly Average | Totals | Home | Export | Weekly Average |
| 1963 | 52 | 1,607,939 | 958,766 | 649,173 | 30,922 | 403,781 | 238,876 | 164,905 | 7,765 |
| 1964 | 53 | 1,867,640 | 1,161,886 | 705,754 | 35,238 | 464,736 | 285,332 | 179,404 | 8,769 |
| 1965 | 52 | 1,722,045 | 1,069,374 | 652,671 | 33,116 | 455,216 | 280,976 | 174,240 | 8,754 |
| 1966 | 52 | 1,603,679 | 978,684 | 624,995 | 30,840 | 438,675 | 260,614 | 178,061 | 8,436 |
| 1967 | 52 | 1,522,013 | 988,273 | 563,740 | 29,846 | 385,106 | 245,692 | 139,414 | 7,406 |
| 1968 | 52 | 1,815,936 | 1,013,163 | 802,773 | 34,922 | 409,186 | 259,331 | 149,855 | 7,869 |
| 1969 | 53 | 1,717,073 | 892,758 | 824,315 | 32,398 | 465,776 | 272,998 | 192,778 | 8,788 |
| 1967 1st quarter | 13 | 387,564 | 228,687 | 158,877 | 29,813 | 95,232 | 54,850 | 40,382 | 7,326 |
| 2nd quarter | 13 | 446,537 | 281,652 | 164,885 | 34,349 | 104,215 | 66,929 | 37,286 | 8,016 |
| 3rd quarter | 13 | 315,402 | 210,178 | 105,224 | 24,262 | 83 330 | 56,011 | 27,319 | 6,410 |
| 4th quarter | 13 | 402,510 | 267,756 | 134,754 | 30,962 | 102,329 | 67,902 | 34,427 | 7,871 |
| 1968 1st quarter | 13 | 467,555 | 269,925 | 197,630 | 35,966 | 104,276 | 67,055 | 37,221 | 8,021 |
| 2nd quarter | 13 | 489,132 | 264,041 | 225,091 | 37,626 | 104,465 | 66,754 | 37,711 | 8,036 |
| 3rd quarter | 13 | 389,586 | 215,398 | 174,188 | 29,968 | 88,469 | 56,719 | 31,750 | 6,805 |
| 4th quarter | 13 | 469,663 | 263,799 | 205,864 | 36,128 | 111,976 | 68,803 | 43,173 | 8,614 |
| 1969 1st quarter | 13 | 451,156 | 239,544 | 211,612 | 34,704 | 120,445 | 71,361 | 49,084 | 9,265 |
| 2nd quarter | 13 | 485,246 | 245,936 | 239,310 | 37,327 | 126,325 | 74,032 | 52,293 | 9,717 |
| 3rd quarter | 13 | 354,572 | 185,096 | 169,476 | 27,275 | 98,435 | 57,463 | 40,972 | 7,572 |
| 4th quarter | 14 | 426,099 | 222,182 | 203,917 | 30,436 | 120,571 | 70,142 | 50,429 | 8,612 |
| 1970 1st quarter | 13 | 436,512 | 237,413 | 199,099 | 33,578 | 115,251 | 68,798 | 46,453 | 8,865 |
| 1969 January | 5 | 184,845 | 103,373 | 81,472 | 36,969 | 49,146 | 29,478 | 19,668 | 9,829 |
| February | 4 | 144,123 | 74,444 | 69,679 | 36,031 | 38,720 | 22,350 | 16,370 | 9,680 |
| March | 4 | 122,188 | 61,727 | 60,461 | 30,547 | 32,579 | 19,533 | 13,046 | 8,145 |
| April | 5 | 178,082 | 92,650 | 85,432 | 35,616 | 47,984 | 28,285 | 19,699 | 9,597 |
| May | 4 | 148,594 | 71,268 | 77,326 | 37,149 | 37,759 | 21,583 | 16,176 | 9,440 |
| June | 4 | 158,570 | 82,018 | 76,552 | 39,642 | 40,582 | 24,164 | 16,418 | 10,146 |
| July | 5 | 132,969 | 70,941 | 62,028 | 26,594 | 37,032 | 21,536 | 15,496 | 7,406 |
| August | 4 | 106,789 | 51,590 | 55,199 | 26,697 | 28,063 | 16,168 | 11,895 | 7,016 |
| September | 4 | 114,814 | 62,565 | 52,249 | 28,703 | 33,340 | 19,759 | 13,581 | 8,335 |
| October | 5 | 148,877 | 78,098 | 70,779 | 29,775 | 38,389 | 23,017 | 15,372 | 7,678 |
| November | 4 | 129,177 | 64,176 | 65,001 | 32,294 | 39,313 | 22,142 | 17,171 | 9,828 |
| December | 5 | 148,045 | 79,908 | 68,137 | 29,609 | 42,869 | 24,983 | 17,886 | 8,574 |
| 1970 January | 4 | 146,560 | 80,854 | 65,706 | 36,640 | 40,610 | 24,524 | 16,086 | 10,152 |
| February | 4 | 135,489 | 72,851 | 62,638 | 33,872 | 35,117 | 21,608 | 13,509 | 8,779 |
| March | 5 | 154,463 | 83,708 | 70,755 | 30,893 | 39,524 | 22,666 | 16,858 | 7,905 |

(Continued on next page)


# Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance*

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HMSO

## VEHICLE PRODUCTION, *continued*

### Table 2 – Production – Seasonally Adjusted

Monthly averages — thousands

| | Passenger Cars | | | Commercial Vehicles | | |
|---|---|---|---|---|---|---|
| | Total | Home | Export | Total | Home | Export |
| 1963 | 134 | 80 | 54 | 33·6 | 19·9 | 13·7 |
| 1964 | 156 | 97 | 59 | 38·7 | 23·8 | 15·0 |
| 1965 | 144 | 89 | 54 | 37·9 | 23·4 | 14·5 |
| 1966 | 134 | 82 | 52 | 36·6 | 21·7 | 14·8 |
| 1967 | 129 | 82 | 47 | 32·1 | 20·5 | 11·6 |
| 1968 | 151 | 84 | 67 | 34·1 | 21·6 | 12·5 |
| 1969 | 143 | 74 | 69 | 38·8 | 22·7 | 16·1 |
| 1967 1st quarter | 123 | 73 | 50 | 31·4 | 18·2 | 13·3 |
| 2nd quarter | 130 | 82 | 48 | 31·6 | 20·0 | 11·6 |
| 3rd quarter | 127 | 84 | 43 | 31·7 | 21·1 | 10·6 |
| 4th quarter | 138 | 91 | 46 | 33·6 | 22·7 | 11·0 |
| 1968 1st quarter | 145 | 85 | 59 | 33·6 | 21·8 | 11·8 |
| 2nd quarter | 145 | 78 | 67 | 32·6 | 20·6 | 12·0 |
| 3rd quarter | 155 | 85 | 70 | 33·5 | 21·1 | 12·3 |
| 4th quarter | 161 | 90 | 72 | 36·7 | 22·9 | 13·8 |
| 1969 1st quarter | 142 | 77 | 65 | 39·1 | 23·4 | 15·7 |
| 2nd quarter | 145 | 74 | 71 | 39·6 | 22·9 | 16·7 |
| 3rd quarter | 147 | 76 | 71 | 39·3 | 22·7 | 16·6 |
| 4th quarter | 137 | 71 | 66 | 37·2 | 22·0 | 15·2 |
| 1970 1st quarter | 140 | 77 | 63 | 38·3 | 23·1 | 15·2 |
| 1969 January | 161 | 91 | 70 | 43·9 | 26·5 | 17·4 |
| February | 146 | 79 | 67 | 40·6 | 24·1 | 16·5 |
| March | 120 | 60 | 60 | 32·8 | 19·5 | 13·3 |
| April | 142 | 74 | 68 | 40·4 | 23·8 | 16·6 |
| May | 142 | 68 | 74 | 38·2 | 21·6 | 16·6 |
| June | 150 | 78 | 72 | 40·1 | 23·3 | 16·8 |
| July, August } Average | 152 | 77 | 75 | 40·7 | 23·3 | 17·4 |
| September | 139 | 75 | 64 | 36·6 | 21·5 | 15·1 |
| October | 133 | 65 | 68 | 31·6 | 19·1 | 12·5 |
| November | 141 | 70 | 71 | 40·7 | 23·4 | 17·3 |
| December | 138 | 78 | 60 | 39·3 | 23·4 | 15·9 |
| 1970 January | 158 | 88 | 70 | 44·9 | 27·2 | 17·7 |
| February | 136 | 76 | 60 | 36·5 | 23·0 | 13·5 |
| March | 127 | 68 | 59 | 33·4 | 19·0 | 14·4 |
| Average of: | | | | | | |
| Oct.-Dec. 1969 | 137 | 71 | 66 | 37·2 | 22·0 | 15·2 |
| Jan.-March 1970 | 140 | 77 | 63 | 38·3 | 23·1 | 15·2 |
| *Percentage change* | *+2* | *+9* | *- 6* | *+3* | *+5* | N/C |

## Production of man-made fibres in March

THE VOLUME of production of man-made fibres in March was 7 per cent more than in March 1969.

Total production by weight of man-made fibres in March was 3 per cent more than in March 1969. Outout of continuous filament was at about the same level as last year but staple fibre was 6 per cent more.

### Man-made fibre production

Million lb. (†)

| | Total | Continuous filament (singles) | Staple fibre |
|---|---|---|---|
| 1964 | 825·2 | 378·1 | 447·1 |
| 1965 | 862·1 | 396·4 | 465·7 |
| 1966 | 881·6 | 411·4 | 470·2 |
| 1967 | 955·1 | 438·4 | 516·7 |
| 1968 | 1,188·6 | 533·0 | 655·7 |
| 1969 | 1,221·2 | 556·6 | 664·6 |
| 1968 4th quarter | 313·0 | 139·1 | 173·9 |
| 1969 1st quarter | 312·8 | 143·9 | 168·9 |
| 2nd quarter | 316·8 | 142·6 | 174·2 |
| 3rd quarter | 277·3 | 126·9 | 150·3 |
| 4th quarter | 314·3 | 143·1 | 171·2 |
| 1970 1st quarter | 323·6 | 139·8 | 183·8 |
| 1968 December | 106·0 | 47·8 | 58·2 |
| 1969 January | 107·6 | 50·5 | 57·0 |
| February | 96·4 | 45·0 | 51·4 |
| March | 108·8 | 48·3 | 60·5 |
| 1970 January | 110·8 | 48·4 | 62·4 |
| February | 100·3 | 43·2 | 57·1 |
| March | 112·5 | 48·2 | 64·3 |

(†) From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding actual weight.

### Index of the volume of production of man-made fibres

1963 = 100

| | Actual | Seasonally adjusted |
|---|---|---|
| 1964 | 117 | |
| 1965 | 129 | |
| 1966 | 142 | |
| 1967 | 154 | |
| 1968 | 201 | |
| 1969 | 213 | |
| 1968 4th quarter | 215 | 220 |
| 1969 1st quarter | 216 | 203 |
| 2nd quarter | 221 | 209 |
| 3rd quarter | 199 | 218 |
| 4th quarter | 216 | 222 |
| 1970 1st quarter | 228 | 215 |
| 1969 July | 205 | 215 |
| August | 190 | 222 |
| September | 203 | 218 |
| October | 211 | 219 |
| November | 225 | 229 |
| December | 212 | 218 |
| 1970 January | 228 | 225 |
| February | 224 | 207 |
| March | 233 | 214 |

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures for 1969 and 1970 are based on the seasonal pattern up to the end of 1968 and may be subject to slight revisions when the complete figures for 1969 have been incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (page 375).

## Deliveries of man-made fibres

TOTAL DELIVERIES of man-made fibres in the first quarter of 1970 were 1 per cent more than in the corresponding quarter of 1969.

Deliveries of continuous filament to the home trade during the first quarter of 1970 were 9 per cent less than in the first quarter of 1969. For broad weaving they were 18 per cent less and for weft knitting they were 12 per cent less, and for warp knitting and for industrial purposes were 5 per cent and 2 per cent less respectively.

Deliveries of staple fibre to the home trade during the first quarter of 1970 were 2 per cent more. Deliveries to cotton spinning were 6 per cent more, to wool spinning 1 per cent less and to flax spinning 3 per cent less.

Deliveries of continuous filament yarn for export were 29 per cent more than in the first quarter of 1969, while deliveries of staple fibre were 4 per cent more.

### Deliveries of continuous filament yarn (‡)

million lb.

| | Total | Home | | | | | | Exports as yarn (†) |
|---|---|---|---|---|---|---|---|---|
| | | Total | Broad weaving | Weft knitting | Warp knitting | Industrial purposes (tyres, (etc.) | Other purposes | |
| 1964 | 390·1 | 295·6 | 87·1 | 56·8 | 42·6 | 95·7 | 13·3 | 94·6 |
| 1965 | 397·4 | 310·2 | 89·1 | 55·2 | 47·2 | 106·0 | 12·8 | 87·2 |
| 1966 | 405·3 | 329·5 | 90·6 | 68·2 | 46·1 | 107·2 | 17·4 | 75·8 |
| 1967 | 437·8 | 345·8 | 75·4 | 87·3 | 55·8 | 107·8 | 19·6 | 91·5 |
| 1968 | 525·5 | 416·4 | 88·1 | 121·1 | 70·6 | 115·0 | 21·7 | 109·0 |
| 1969 | 535·1 | 426·9 | 86·4 | 114·5 | 77·8 | 129·6 | 18·5 | 108·2 |
| 1968 | | | | | | | | |
| 1st qtr. | 130·8 | 102·5 | 22·8 | 29·0 | 16·8 | 28·6 | 5·3 | 28·3 |
| 2nd qtr. | 130·8 | 103·9 | 22·9 | 29·2 | 17·6 | 28·9 | 5·3 | 26·9 |
| 3rd qtr. | 126·2 | 98·7 | 19·8 | 28·8 | 16·9 | 28·3 | 4·9 | 27·5 |
| 4th qtr. | 137·7 | 111·3 | 22·5 | 34·1 | 19·3 | 29·2 | 6·3 | 26·3 |
| 1969 | | | | | | | | |
| 1st qtr. | 142·9 | 115·9 | 24·3 | 33·2 | 20·5 | 32·5 | 5·4 | 27·0 |
| 2nd qtr. | 138·3 | 111·9 | 22·0 | 30·0 | 20·9 | 33·4 | 4·6 | 26·4 |
| 3rd qtr. | 116·4 | 94·1 | 18·4 | 24·2 | 17·0 | 30·2 | 4·4 | 22·3 |
| 4th qtr. | 137·6 | 105·1 | 20·9 | 27·0 | 19·4 | 33·6 | 4·2 | 32·5 |
| 1970 | | | | | | | | |
| 1st qtr. | 140·6 | 105·7 | 19·9 (§) | 29·3 | 19·5 | 31·8 | 5·3 | 34·9 |

(†) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.
(‡) From January 1968 a revised classification of end-uses was introduced; from the first quarter of 1968, therefore, the figures for deliveries to individual industries may not be precisely comparable with those for earlier periods.
(§) Includes 3·1 million lb. for carpets and rugs.

### Deliveries of staple fibre

million lb.

| | Total | Home | | | | | Exports (†) |
|---|---|---|---|---|---|---|---|
| | | Total | Cotton spinning | Wool spinning | Flax spinning | Other systems and sundries | |
| 1964 | 459·9 | 349·6 | 136·7 | 127·4 | 38·3 | 47·3 | 110·4 |
| 1965 | 450·7 | 334·6 | 125·7 | 125·5 | 29·4 | 54·0 | 116·1 |
| 1966 | 450·9 | 325·3 | 114·8 | 125·6 | 28·3 | 56·5 | 125·7 |
| 1967 | 516·9 | 337·0 | 105·5 | 128·2 | 42·0 | 61·2 | 179·9 |
| 1968 | 622·6 | 381·6 | 115·2 | 128·3 | 58·0 | 80·1 | 241·0 |
| 1969 | 659·8 | 373·1 | 112·7 | 113·5 | 61·7 | 85·2 | 286·8 |
| 1968 1st qtr. | 147·8 | 97·6 | 28·8 | 35·8 | 13·3 | 19·7 | 50·2 |
| 2nd qtr. | 152·3 | 95·3 | 27·5 | 32·6 | 12·6 | 22·6 | 57·0 |
| 3rd qtr. | 152·1 | 87·1 | 27·0 | 28·0 | 14·0 | 18·1 | 65·0 |
| 4th qtr. | 170·4 | 101·6 | 31·9 | 31·9 | 18·1 | 19·6 | 68·8 |
| 1969 1st qtr. | 175·1 | 100·3 | 29·4 | 30·8 | 17·6 | 22·6 | 74·8 |
| 2nd qtr. | 170·9 | 89·7 | 27·1 | 28·9 | 13·8 | 20·0 | 81·1 |
| 3rd qtr. | 149·1 | 81·6 | 24·6 | 24·0 | 13·4 | 19·6 | 67·5 |
| 4th qtr. | 164·7 | 101·4 | 31·6 | 29·9 | 16·9 | 23·1 | 63·3 |
| 1970 1st qtr. | 180·2 | 102·5 | 31·2 | 30·6 (‡) | 17·1 | 23·6 | 77·7 |

(†) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.
(‡) Woollen spinning 15·6 million lb.; worsted spinning 14·9 million lb.

## Quarterly analysis of man-made fibre production

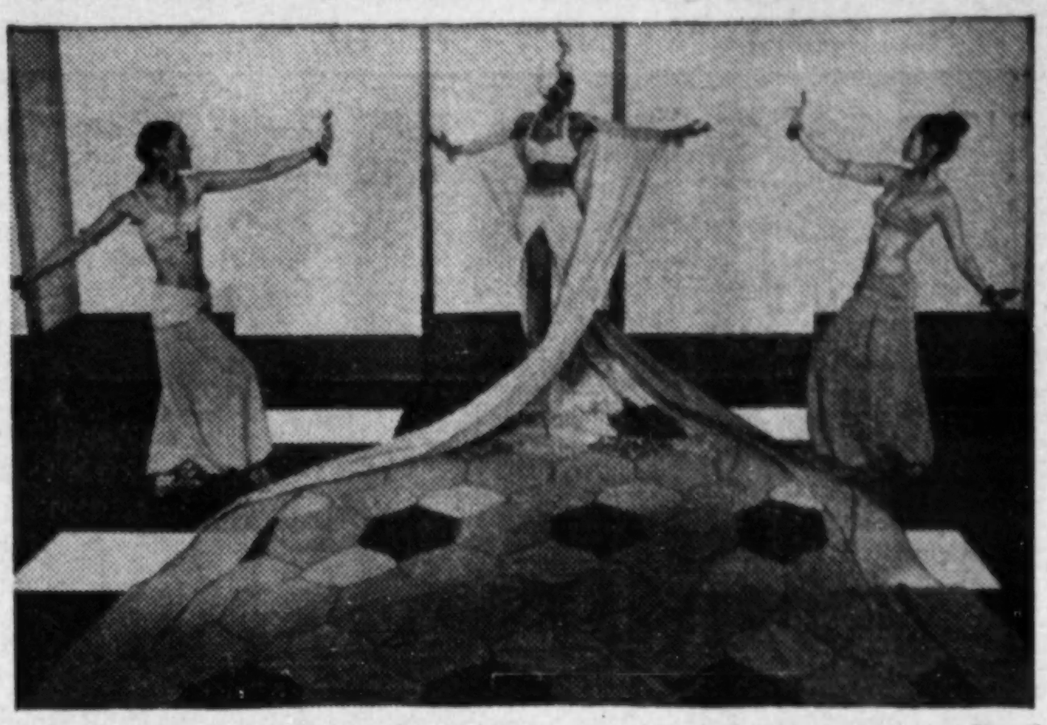
PRODUCTION BY WEIGHT of synthetic fibres in the first quarter of 1970 was 10 per cent more than in the corresponding period of 1969; production by weight of viscose acetate fibres was 3 per cent less.

Within the total for synthetic fibres, production of continuous filament was 3 per cent less and staple fibre 25 per cent more. Under the heading 'viscose plus acetate', production of both continuous filament and staple fibre was 3 per cent less than in the first quarter of 1969.

Quarterly averages and quarterly totals — million lb. (†)

| | Total | | Continuous filament | | Staple fibre | |
|---|---|---|---|---|---|---|
| | Synthetic | Viscose + acetate | Synthetic | Viscose + acetate | Synthetic | Viscose + acetate |
| 1961 | 36·5 | 105·4 | 21·9 | 43·6 | 14·6 | 61·8 |
| 1962 | 45·7 | 111·1 | 28·5 | 44·2 | 17·2 | 66·9 |
| 1963 | 58·1 | 121·7 | 35·4 | 47·1 | 22·6 | 74·6 |
| 1964 | 69·7 | 136·6 | 41·4 | 53·1 | 28·3 | 83·5 |
| 1965 | 81·6 | 134·0 | 45·0 | 54·1 | 36·6 | 79·8 |
| 1966 | 96·3 | 124·1 | 52·8 | 50·0 | 43·5 | 74·1 |
| 1967 | 107·0 | 131·8 | 59·6 | 50·0 | 47·3 | 81·8 |
| 1968 | 147·9 | 149·2 | 79·5 | 53·7 | 68·4 | 95·5 |
| 1969 | 160·6 | 144·7 | 85·9 | 53·2 | 74·7 | 91·5 |
| 1966 1st quarter | 99·5 | 129·0 | 54·1 | 54·0 | 45·5 | 75·0 |
| 2nd quarter | 108·3 | 124·1 | 60·0 | 51·6 | 48·3 | 72·5 |
| 3rd quarter | 90·3 | 115·1 | 50·8 | 46·4 | 39·5 | 68·7 |
| 4th quarter | 87·2 | 128·1 | 46·5 | 48·1 | 40·7 | 80·0 |
| 1967 1st quarter | 107·1 | 130·0 | 58·8 | 47·8 | 48·4 | 82·2 |
| 2nd quarter | 108·9 | 131·9 | 59·7 | 50·3 | 49·2 | 81·6 |
| 3rd quarter | 92·7 | 122·4 | 52·7 | 49·1 | 40·0 | 73·3 |
| 4th quarter | 119·2 | 142·9 | 67·3 | 52·7 | 51·9 | 90·2 |
| 1968 1st quarter | 140·7 | 151·8 | 79·0 | 55·0 | 61·7 | 96·8 |
| 2nd quarter | 147·1 | 151·3 | 79·4 | 55·7 | 67·7 | 95·6 |
| 3rd quarter | 141·4 | 143·3 | 75·3 | 49·6 | 66·1 | 93·7 |
| 4th quarter | 162·5 | 150·5 | 84·5 | 54·6 | 78·0 | 95·9 |
| 1969 1st quarter | 157·2 | 155·7 | 87·0 | 56·9 | 70·1 | 98·8 |
| 2nd quarter | 166·8 | 150·0 | 86·8 | 55·8 | 80·0 | 94·2 |
| 3rd quarter | 155·3 | 121·9 | 82·5 | 44·5 | 72·9 | 77·5 |
| 4th quarter | 163·1 | 151·2 | 87·4 | 55·8 | 75·7 | 95·5 |
| 1970 1st quarter | 172·5 | 151·1 | 84·6 | 55·1 | 87·8 | 96·0 |

The heading 'Viscose + acetate' includes triacetate.
(†) From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.



*A cloak of magnificent dimensions – made from a patchwork of Neospun Courtelle double jersey, the whole lined by a Lurex jacquard, is shown as the finale of one of the scenes in the Exquisite Fashion Revue. Exquisite Knitwear flew 126 Scandinavian and Finnish leading garment manufacturers on May 6 to see the Revue which features their range of fabrics for Spring 1971. Exquisite Knitwear Ltd., one of the fastest expanding companies in the Courtaulds Group, and said to be the largest weft knitting firm in the world, is now approaching the £1 million per month figure for exports and plans to double this over the next five years.*

*Whitlock Bros. of Great Yeldham, Essex, have used the container system for the first time as a means of shipping excavator loaders to their Australian distributors. The delivery time from their Yeldham premises to that of their Australian dealer, Ken Coles Pty. Ltd., of Pennant Hills, New South Wales, is cut down by 33 per cent – from six weeks to four weeks. The first machine to go by this method was a Whitlock 307 excavator loader. The container belonged to Associated Container Transport and was due for shipment from Tilbury to Antwerp where it was scheduled to be loaded on the container vessel ss 'Botany Bay' for shipment to Sydney.*

## Record number of foreign visitors in March

THE NUMBER OF foreign visitors to Britain in March reached a record level of 296,000. European and American visitors both came in much larger numbers that were to be expected in the light of recent trends.

These are shown by a new series of seasonally adjusted figures prepared by the Board of Trade. They show a continuing upward trend during the winter months, following an extremely successful season last year. The March figure represents a fresh high point.

Special factors which helped to swell the numbers were the early date of Easter this year, and the tendency in recent years for a higher proportion of visitors to come during the winter months and in the Spring. The effect of an early Easter is to add to the number of European visitors arriving in March at the expense of April.

The actual number of visits in March – 296,000 – compares with 210,000 in March last year; and it is only since 1966 that the number of March arrivals has exceeded 100,000. The figures are based on the records of the Immigration Department of the Home Office; they exclude Commonwealth citizens and residents in the Irish Republic.

# Happy Birthday Britain

We could have baked a cake.

Or given ourselves the traditional key to that mythical door. Instead, we prefer to turn the light on Britain's exporters. For it was you, twenty-one years ago, who allowed us to be pioneers and transport Britain's first ever containerised export load by road/sea.

You who helped us grow into one of the world's largest containerised door to door export freight operators.

You who have seen containerisation, an ugly word, become a key word in the dictionary of exports.

All we have done has been to develop and perfect techniques of using containers and getting them safely from your door to your customers across the North Sea, the Irish Sea and the English Channel. In short, from anywhere to anywhere by the fastest route.

So at a time when the trade winds favour Britain's exports, we say 'Happy Birthday Britain'.

It's all been a triumph for the nation's exporters, the container wise. And that's what we're really celebrating.

**Containerway have a way with freight**

**there's an office in your area**

# 1969 computer deliveries and exports at record level

FIGURES PUBLISHED by the Ministry of Technology show that a new high level of computer output was reached in the fourth quarter of 1969. Total output, which includes repair and maintenance and the delivery of factored machines, was £67 million to give a total for the year of £223 million.

Actual deliveries of hardware in 1969 increased from the previous year's record of £165 million to £207 million, an increase of £42 million or 25 per cent.

**Deliveries of computer hardware £ million current prices**

| | | British Made | | | Factored | | | All Machines | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | Total | Home | Export | Total | Home | Export | Total | Home | Export |
| 1968 | | 114·3 | 74·3 | 40·0 | 51·0 | 50·1 | 0·9 | 165·3 | 124·4 | 40·9 |
| 1969 | | 151·2 | 89·2 | 62·0 | 56·0 | 55·7 | 0·3 | 207·2 | 144·9 | 62·3 |
| Change | £m. | +36·9 | +14·9 | +22·0 | + 5·0 | + 5·6 | - 0·6 | +41·9 | +20·5 | +21·4 |
| | % | *+32* | *+20* | *+55* | *+10* | *+11* | *-67* | *+25* | *+16* | *+52* |

**Exports rise by half**

Although deliveries of hardware to the home market in 1969 exceeded by one-sixth those in 1968, this represented a decline in the rate of growth of the home market as the increase from 1967 to 1968 had been more than one-third.

Exports, on the other hand, were very buoyant. The record total of £62 million in 1969 was more than half as large again as the £41 million achieved in 1968, and was entirely due to the export of British-made machines, exports of factored machines having fallen to virtually nothing.

**Factored equipment rebounds in the 4th quarter**

It was suggested, when the third quarter 1969 figures were published, that the movements shown were exceptional and that the fourth quarter results might show a different pattern.

This proved to be the case. Deliveries of factored equipment nearly doubled from the low £10 million of the third quarter to just under £20 million, the highest figure yet recorded, in the fourth quarter.

At the same time, however, deliveries of British made equipment also reached a new high level. Although deliveries to the home market were the same as in the third quarter (£24 million), exports were even higher (£19·3 million against £17·4 million).

The full detail of output and deliveries is given in Tables 1, 2 and 3, but attention is drawn to the large increase in deliveries of industrial electronic control equipment featured in Tables 1 and 2. This is the result of submissions to the Ministry made by some firms who decided that a proportion of their deliveries fell more accurately under this heading that under those where they had originally been returned. Only the 1969 figures are affected.

**More large systems**

In addition to the information in the tables, respondents to the computer inquiry also provide details of the number and value of digital systems which they delivered.

**Digital computer systems delivered 1969**

| Size of System | Home | | Export | |
|---|---|---|---|---|
| | No. | Total Value £000 | No. | Total Value £000 |
| Under £5,000 | 415 | 01,179 | 2 | 9 |
| £5,000– £19,000 | 636 | 5,916 | 50 | 483 |
| £20,000– £49,000 | 137 | 4,235 | 64 | 2,001 |
| £50,000–£119,000 | 189 | 14,654 | 159 | 12,221 |
| £120,000–£249,000 | 106 | 18,457 | 71 | 12,074 |
| £250,000–£499,000 | 37 | 12,464 | 22 | 6,730 |
| £500,000–£999,000 | 7 | 4,857 | 1 | 589 |
| Over £1,000,000 | 4 | 5,991 | | |
| Unclassified | 218 | 15,486 | 513 | 2,386 |
| Total | 1,749 | 83,239 | 882 | 36,493 |

The total value figures shown above can be reconciled with columns 2 and 3 in Table 1, but it will be noted that the proportion of systems below £20,000 is very high. The number of large systems (above £250,000) also continues to increase.

**Orders on hand increase slightly**

Orders on hand at the end of 1969 were slightly higher than at the end of September, mainly due to a continued increase in orders for export. Details are given in Table 4 from which it will also be seen that, so far as the home market is concerned, orders for British-made machines declined slightly from the September level, whereas orders for factored machines continued to increase. They now account for nearly half the home market orders.

**Net new orders for electronic computers**

From the figures for deliveries and orders on hand at the end of each quarter it is possible to derive net new orders:

£ million current prices

| | 1967 | | | 1968 | | | 1969 | | |
|---|---|---|---|---|---|---|---|---|---|
| | Total | Home | Export | Total | Home | Export | Total | Home | Export |
| 1st quarter | 70·1 | 62·1 | 8·0 | 50·1 | 40·4 | 9·7 | 52·8 | 33·2 | 19·6 |
| 2nd quarter | 38·8 | 27·8 | 11·0 | 38·5 | 23·6 | 14·9 | 81·8 | 51·9 | 29·9 |
| 3rd quarter | 45·0 | 35·1 | 9·9 | 76·0 | 60·6 | 15·4 | 54·2 | 36·2 | 18·0 |
| 4th quarter | 34·7 | 24·5 | 10·2 | 53·6 | 43·6 | 10·0 | 71·6 | 47·3 | 24·3 |

It will be observed that net new orders fluctuate considerably from quarter to quarter and do not show a clearly discernible trend in the short term.

**Employment**

The employment figures show a steady increase throughout the year, but part of this is attributable to new respondents.

**Response to the inquiry**

In order to publish timely figures, some estimation has to be made for respondents whose returns have not yet been received. Co-operation with the computer industry is good and the degrees of estimation in the figures published above amounts to not more than 1 per cent by value.

**Note**

The computer industry in this country consists of British manufacturers, the manufacturing subsidiaries of foreign companies and some concerns with only a selling function. In practice the manufacturing and selling functions are often combined. There are also some firms whose whole output is incorporated in that of others.

All these considerations are taken into account in the detailed analyses which appear in the attached tables, but it should be noted that the term 'factored' is used to describe the activities of those firms which sell equipment, as opposed to making it, and that most factored equipment is, in fact, imported.

The principle used throughout the computer inquiry is that only equipment interfaced with a computer is considered. Thus, data transmission equipment includes only the terminal and not the telecommunication links, while industrial electronic control equipment includes only the computing element without any of the associated telemetry, etc.

Peripheral equipment is an omnibus item which includes not only enhancements of existing systems but also the input, output and storage equipment, much of which is made by specialists as well as by the main frame makers.

Repair and maintenance is an important item which governs the installation and upkeep of machines in the field, work which is carried out by skilled specialists. The values shown in Tables 1, 2 and 3 are not the totals for this activity but only that proportion which can be separately distinguished. The work shown in Table 3 is that carried

## Table 1. Total deliveries of electronic computers

£ thousand, current prices

| | Digital Computing Systems | | Analogue and Hybrid Computers | | Data Transmission Equipment | | Ind. Electronic Control Equipment | | Peripheral Equipment | | Total Deliveries | | Repair and Maintenance | | R & D on Customer Account | | Total Output | | Goods sold to other UK Mfrs. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | Export | Total | Export | Total | Export | Total | Export | Total | Export | Total | Export | Total | Export | Hard-ware | Soft-ware | Total | Export | |
| 1966 | 78,684 | 16,572 | 1,393 | 307 | 1,973 | 572 | 4,667 | 377 | 28,221 | 15,752 | 114,938 | 33,580 | 5,924 | 313 | 326 | 54 | 121,242 | 33,893 | 4,264 |
| 1967 | 88,771 | 22,827 | 1,547 | 293 | 3,533 | 838 | 2,551 | 333 | 30,831 | 13,011 | 127,233 | 37,302 | 8,574 | 1,070 | 466 | 76 | 136,349 | 38,394 | 8,483 |
| 1968 | 113,266 | 26,579 | 1,960 | 233 | 5,232 | 1,144 | 4,902 | 1,173 | 39 987 | 11,711 | 165,347 | 40,840 | 11,868 | 707 | 56 | 242 | 177,513 | 41,547 | 9,847 |
| 1969 | 119,732 | 36,493 | 3,897 | 518 | 10,182 | 2,997 | 9,404 | 2,803 | 64,038 | 19,507 | 207,253 | 62,318 | 15,767 | 1,010 | 49 | 89 | 223,158 | 63,328 | 11,607 |
| 1966 1st quarter | 18,336 | 3,753 | 369 | 176 | 470 | 151 | 877 | 40 | 6,609 | 3,948 | 26,661 | 8,068 | 1,336 | 76 | 57 | 17 | 28,071 | 8,144 | 1,047 |
| 2nd quarter | 20,118 | 4,849 | 270 | 86 | 531 | 146 | 1,523 | 140 | 6,831 | 3,824 | 29,273 | 9,045 | 1,561 | 81 | 60 | 17 | 30,911 | 9,126 | 1,053 |
| 3rd quarter | 20,737 | 4,675 | 294 | 44 | 503 | 142 | 1,219 | 158 | 6,846 | 3,826 | 29,599 | 8,845 | 1,423 | 77 | 114 | 13 | 31,149 | 8,922 | 961 |
| 4th quarter | 19,493 | 3,295 | 460 | 1 | 469 | 133 | 1,048 | 39 | 7,935 | 4,154 | 29,405 | 7,622 | 1,604 | 79 | 95 | 7 | 31,111 | 7,701 | 1,203 |
| 1967 1st quarter | 17,114 | 5,067 | 375 | 86 | 531 | 157 | 716 | 31 | 7,171 | 3,140 | 25,907 | 8,481 | 1,590 | 77 | 102 | 2 | 27,601 | 8,558 | 1,648 |
| 2nd quarter | 20,124 | 5,355 | 318 | 91 | 791 | 193 | 795 | 80 | 7,674 | 3,724 | 29,702 | 9 443 | 2,018 | 344 | 111 | 11 | 31,842 | 9,787 | 2,135 |
| 3rd quarter | 26,596 | 6,518 | 239 | 57 | 728 | 160 | 612 | 74 | 7,011 | 2,664 | 35,186 | 9,473 | 2,365 | 251 | 111 | 29 | 37,691 | 9,724 | 1,869 |
| 4th quarter | 24,937 | 5,887 | 615 | 59 | 1,483 | 328 | 428 | 148 | 8,975 | 3,483 | 36,438 | 9,905 | 2,601 | 398 | 142 | 34 | 39,215 | 10,325 | 2,831 |
| 1968 1st quarter | 21,446 | 4,532 | 345 | — | 1,392 | 293 | 1,031 | 564 | 9,605 | 2,855 | 33,819 | 8,244 | 2,787 | 82 | 26 | 30 | 36,662 | 8,326 | 2,150 |
| 2nd quarter | 25,481 | 6,652 | 263 | 3 | 1,271 | 222 | 1.066 | 223 | 8,704 | 3,146 | 36,785 | 10,246 | 2,717 | 227 | 13 | 113 | 39,628 | 10,473 | 2,556 |
| 3rd quarter | 31,930 | 6,728 | 470 | 42 | 1,034 | 239 | 1,699 | 313 | 9,014 | 2,825 | 44,157 | 10,147 | 3,411 | 230 | 7 | 37 | 47,602 | 10,377 | 2,398 |
| 4th quarter | 34,409 | 8,667 | 882 | 188 | 1,535 | 390 | 1,106 | 73 | 12,664 | 2,885 | 50,596 | 12,203 | 2,953 | 168 | 10 | 62 | 53,621 | 12,371 | 2,743 |
| 1969 1st quarter | 25,409 | 7,181 | 604 | 102 | 2,050 | 200 | 2,386 | 103 | 13,719 | 3,467 | 44,168 | 11,053 | 3,399 | 229 | 7 | 30 | 47,604 | 11,282 | 3,522 |
| 2nd quarter | 26,032 | 7,877 | 1,684 | 114 | 2,370 | 551 | 1,829 | 742 | 17,151 | 5,023 | 49,066 | 14,307 | 3,896 | 385 | 3 | 32 | 52,997 | 14,692 | 2,922 |
| 3rd quarter | 32,038 | 11,271 | 814 | 198 | 2,148 | 663 | 1,148 | 400 | 15,214 | 5,021 | 51,362 | 17,553 | 4,021 | 266 | 19 | 3 | 55,405 | 17,819 | 2,834 |
| 4th quarter p | 36,253 | 10,164 | 795 | 104 | 3,614 | 1,583 | 4,041 | 1,558 | 17,954 | 5,996 | 62,657 | 19,405 | 4,451 | 130 | 20 | 24 | 67,152 | 19,535 | 2,329 |

## Table 2. Deliveries of electronic computers (British made)

£ thousand

| | Digital Computing Systems | | Analogue and Hybrid Computers | | Data Transmission Equipment | | Ind. Electronic Control Equipment | | Peripheral Equipment | | Total Deliveries | | Repair and Maintenance | | R & D on Customer Account | | Total Output | | Goods sold to other UK Mfrs. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | Export | Total | Export | Total | Export | Total | Export | Total | Export | Total | Export | Total | Export | Hard-ware | Soft-ware | Total | Export | |
| 1966 | 45,438 | 15,167 | 1,393 | 307 | 1,598 | 568 | 4,160 | 369 | 25,839 | 15,268 | 78,428 | 31,679 | 5,233 | 313 | 326 | 54 | 84,041 | 31,992 | 3,991 |
| 1967 | 62,381 | 21,416 | 1,452 | 293 | 2,848 | 838 | 2,551 | 333 | 26,909 | 12,728 | 96,141 | 35,608 | 7,306 | 1,070 | 466 | 63 | 103,976 | 36,700 | 5,501 |
| 1968 | 77,197 | 25,803 | 1,931 | 233 | 3,235 | 1,132 | 4,868 | 1,173 | 27,112 | 11,614 | 114,343 | 39,955 | 9,755 | 707 | 56 | 242 | 124,396 | 40,662 | 7,582 |
| 1969 | 86,596 | 36,370 | 2,575 | 498 | 7,918 | 2,973 | 9,404 | 2,803 | 44,720 | 19,416 | 151,213 | 62,060 | 12,824 | 1 010 | 48 | 87 | 164,172 | 63,070 | 8,220 |
| 1966 1st quarter | 10,494 | 3,294 | 369 | 176 | 375 | 147 | 745 | 32 | 5,675 | 3,661 | 17,658 | 7,310 | 1,336 | 76 | 57 | 17 | 19,068 | 7,386 | 1,047 |
| 2nd quarter | 11,434 | 4,387 | 270 | 86 | 440 | 146 | 1,398 | 140 | 6,362 | 3,705 | 19,904 | 8,464 | 1,339 | 81 | 60 | 17 | 21,320 | 8,545 | 1,013 |
| 3rd quarter | 13,094 | 4,477 | 294 | 44 | 389 | 142 | 1,094 | 158 | 6,340 | 3,750 | 21,211 | 8,571 | 1,178 | 77 | 114 | 13 | 22,516 | 8,648 | 921 |
| 4th quarter | 10,416 | 3,009 | 460 | 1 | 394 | 133 | 923 | 39 | 7,462 | 4,152 | 19,655 | 7,334 | 1,380 | 79 | 95 | 7 | 21,137 | 7,413 | 1,010 |
| 1967 1st quarter | 12,381 | 4,645 | 342 | 86 | 465 | 157 | 716 | 31 | 5,974 | 3,082 | 19,878 | 8,001 | 1,338 | 77 | 102 | 2 | 21,320 | 8,078 | 1,262 |
| 2nd quarter | 14,539 | 5,109 | 281 | 91 | 567 | 193 | 795 | 80 | 6,794 | 3,532 | 22,976 | 9,005 | 1,679 | 344 | 111 | 5 | 24,771 | 9,349 | 1,272 |
| 3rd quarter | 17,635 | 6,198 | 239 | 57 | 660 | 160 | 612 | 74 | 6,236 | 2,643 | 25,382 | 9,132 | 2,035 | 251 | 111 | 22 | 27,550 | 9,383 | 1,166 |
| 4th quarter | 17,826 | 5,464 | 590 | 59 | 1,156 | 328 | 428 | 148 | 7,905 | 3,471 | 27,905 | 9,470 | 2,254 | 398 | 142 | 34 | 30,335 | 9,890 | 1,801 |
| 1968 1st quarter | 17,173 | 4,152 | 345 | — | 924 | 293 | 1,022 | 564 | 6,548 | 2,843 | 26,012 | 7,852 | 2,002 | 82 | 26 | 30 | 28,070 | 7,934 | 1,586 |
| 2nd quarter | 18,223 | 6,344 | 234 | 3 | 735 | 222 | 1,041 | 223 | 7,027 | 3,061 | 27,260 | 9,853 | 2,297 | 227 | 13 | 113 | 29,683 | 10,080 | 1,469 |
| 3rd quarter | 19,851 | 6,728 | 470 | 42 | 538 | 234 | 1,699 | 313 | 6,861 | 2,825 | 29,419 | 10,142 | 2,948 | 230 | 7 | 37 | 32,411 | 10,372 | 2,344 |
| 4th quarter | 21,950 | 8,579 | 882 | 188 | 1,038 | 383 | 1,106 | 73 | 6,676 | 2,885 | 31,652 | 12,108 | 2,508 | 168 | 10 | 62 | 34,232 | 12,176 | 2,183 |
| 1969 1st quarter | 19,291 | 7,169 | 604 | 102 | 1,270 | 199 | 2,386 | 103 | 8,287 | 3,465 | 31,838 | 11,038 | 2,801 | 229 | 7 | 30 | 34,676 | 11,267 | 2,742 |
| 2nd quarter | 19,282 | 7,877 | 670 | 114 | 1,741 | 544 | 1,829 | 742 | 11,214 | 5,021 | 34,736 | 14,298 | 3,364 | 385 | 3 | 32 | 38,135 | 14,683 | 1,519 |
| 3rd quarter | 26,329 | 11,238 | 750 | 198 | 1,600 | 657 | 1,148 | 400 | 11,612 | 4,939 | 41,439 | 17,432 | 3,243 | 266 | 18 | 3 | 44,703 | 17,698 | 1,882 |
| 4th quarter p | 21,684 | 10,086 | 551 | 84 | 3,307 | 1,573 | 4,041 | 1,558 | 13,607 | 5,991 | 43,200 | 19,292 | 3,416 | 130 | 20 | 22 | 46,658 | 19,422 | 2,077 |

## Table 3. Deliveries of electronic computers (factored)

£ thousand

| | Digital Computing Systems | | Analogue and Hybrid Computers | | Data Transmission Equipment | | Ind. Electronic Control Equipment | | Peripheral Equipment | | Total Deliveries | | Repair and Maintenance (†) | | R & D on Customer Account | | Total Output | | Goods sold to other UK Mfrs. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | Export | Total | Export | Total | Export | Total | Export | Total | Export | Total | Export | Total | Export | Hard-ware | Soft-ware | Total | Export | |
| 1966 | 33,246 | 1,405 | — | — | 375 | 4 | 507 | 8 | 2,382 | 484 | 36,510 | 1,901 | 691 | — | — | — | 37,201 | 1,901 | 273 |
| 1967 | 26,390 | 1,411 | 95 | — | 685 | — | — | — | 3,922 | 283 | 31,092 | 1,694 | 1,268 | — | — | 13 | 32,373 | 1,694 | 2,982 |
| 1968 | 36,069 | 776 | 29 | — | 1,997 | 12 | 34 | — | 12,875 | 97 | 51,004 | 885 | 2,113 | — | — | — | 53 117 | 885 | 2 265 |
| 1969 | 33,136 | 123 | 1,322 | 20 | 2,264 | 24 | — | — | 19,318 | 91 | 56,040 | 258 | 2,943 | — | 1 | 2 | 58,986 | 258 | 3,387 |
| 1966 1st quarter | 7,842 | 459 | — | — | 95 | 4 | 132 | 8 | 934 | 287 | 9,003 | 758 | — | — | — | — | 9,003 | 758 | — |
| 2nd quarter | 8,684 | 462 | — | — | 91 | — | 125 | — | 469 | 119 | 9,369 | 581 | 222 | — | — | — | 9,591 | 581 | 40 |
| 3rd quarter | 7,643 | 198 | — | — | 114 | — | 125 | — | 506 | 76 | 8,388 | 274 | 245 | — | — | — | 8,633 | 274 | 40 |
| 4th quarter | 9,077 | 286 | — | — | 75 | — | 125 | — | 473 | 2 | 9,750 | 288 | 224 | — | — | — | 9,974 | 288 | 193 |
| 1967 1st quarter | 4,733 | 422 | 33 | — | 66 | — | — | — | 1,197 | 58 | 6,029 | 480 | 252 | — | — | — | 6,281 | 480 | 386 |
| 2nd quarter | 5,585 | 246 | 37 | — | 224 | — | — | — | 880 | 192 | 6,726 | 438 | 339 | — | — | 6 | 7,071 | 438 | 863 |
| 3rd quarter | 8,961 | 320 | — | — | 68 | — | — | — | 775 | 21 | 9,804 | 341 | 330 | — | — | 7 | 10,141 | 341 | 703 |
| 4th quarter | 7,111 | 423 | 25 | — | 327 | — | — | — | 1,070 | 12 | 8,533 | 435 | 347 | — | — | — | 8,880 | 435 | 1,030 |
| 1968 1st quarter | 4,273 | 380 | — | — | 468 | — | 9 | — | 3,057 | 12 | 7,807 | 392 | 785 | — | — | — | 8,592 | 392 | 564 |
| 2nd quarter | 7,258 | 308 | 29 | — | 536 | — | 25 | — | 1,677 | 85 | 9,525 | 393 | 420 | — | — | — | 9,945 | 393 | 1,087 |
| 3rd quarter | 12,079 | — | — | — | 496 | 5 | — | — | 2,153 | — | 14,728 | 5 | 463 | — | — | — | 15,191 | 5 | 54 |
| 4th quarter | 12,459 | 88 | — | — | 497 | 7 | — | — | 5,988 | — | 18,944 | 95 | 445 | — | — | — | 19,389 | 95 | 560 |
| 1969 1st quarter | 6,118 | 12 | — | — | 780 | 1 | — | — | 5,432 | 2 | 12,330 | 15 | 598 | — | — | — | 12,928 | 15 | 780 |
| 2nd quarter | 6,750 | — | 1,014 | — | 629 | 7 | — | — | 5,937 | 2 | 14,330 | 9 | 532 | — | — | — | 14,862 | 9 | 1,403 |
| 3rd quarter | 5,709 | 33 | 64 | — | 548 | 6 | — | — | 3,602 | 82 | 9,923 | 121 | 778 | — | 1 | — | 10,702 | 121 | 952 |
| 4th quarter p | 14,559 | 78 | 244 | 20 | 307 | 10 | — | — | 4,347 | 5 | 19,457 | 113 | 1,035 | — | — | 2 | 20,494 | 113 | 252 |

(†) Work done in United Kingdom only.

(Continued on next page)

## COMPUTER DELIVERIES AND EXPORTS, *continued*

out on factored machines in the United Kingdom only and does not include any work on machines returned overseas for repair. Similarly R & D in Table 3 relates only to work in the United Kingdom.

Goods sold to other United Kingdom computer manufacturers covers the cases mentioned above where the output of one firm is the input to another.

The amount involved is shown separately to avoid its being counted twice.

The values of deliveries for export of computers and peripheral equipment shown in Table 2 differ from the figures published in the Overseas Trade Accounts covering United Kingdom exports of these items. Similarly, the values of factored equipment in Table 3 differ from United Kingdom imports shown in the Overseas Trade Accounts. This is mainly due to the fact that production and trade are necessarily evaluated on different bases.

**Table 4. Orders on hand for electronic computers and peripherals**

£ million

| | Total | | | Of UK Manufacture | | | Factored | | |
|---|---|---|---|---|---|---|---|---|---|
| | Total | Home | Export | Total | Home | Export | Total | Home | Export |
| 1966 December 31 | 126·9 | 97·5 | 29·4 | 99·2 | 71·3 | 27·9 | 27·7 | 26·2 | 1·5 |
| 1967 March 31 | 171·1 | 142·2 | 28·9 | 114·2 | 86·5 | 27·7 | 56·9 | 55·7 | 1·2 |
| June 30 | 180·2 | 149·7 | 30·5 | 123·9 | 94·4 | 29·5 | 56·3 | 55·3 | 1·0 |
| September 30 | 190·0 | 159·0 | 31·0 | 135·8 | 105·9 | 29·9 | 54·2 | 53·1 | 1·1 |
| December 31 | 188·3 | 157·0 | 31·3 | 128·1 | 97·9 | 30·2 | 60·2 | 59·1 | 1·1 |
| 1968 March 31 | 204·6 | 171·9 | 32·7 | 125·3 | 93·1 | 32·2 | 79·3 | 78·8 | 0·5 |
| June 30 | 206·3 | 169·0 | 37·3 | 140·4 | 103·2 | 37·2 | 65·9 | 65·8 | 0·1 |
| September 30 | 238·2 | 195·6 | 42·6 | 147·6 | 105·0 | 42·6 | 90·6 | 90·6 | — |
| December 31 | 241·3 | 200·9 | 40·4 | 150·6 | 110·2 | 40·4 | 90·7 | 90·7 | — |
| 1969 March 31 | 250·0 | 201·0 | 49·0 | 157·0 | 108·0 | 49·0 | 93·0 | 93·0 | — |
| June 30 | 282·8 | 218·2 | 64·6 | 182·3 | 117·7 | 64·6 | 100·5 | 100·5 | — |
| September 30 | 285·7 | 220·6 | 65·1 | 182·4 | 117·3 | 65·1 | 103·3 | 103·3 | — |
| December 31 | 294·7 | 224·7 | 70·0 | 185·1 | 115·4 | 69·7 | 109·6 | 109·3 | 0·3 |

**Table 5. Numbers employed in United Kingdom electronic computer industry**

| | Total | R & D | Manufacturing | Sales | Other |
|---|---|---|---|---|---|
| 1966 December 31 | 35,800 | 3,600 | 15,300 | 4,700 | 12,200 |
| 1967 March 31 | 37,600 | 4,200 | 15,200 | 5,000 | 13,200 |
| June 30 | 39,000 | 4,300 | 16,000 | 5,000 | 13,700 |
| September 30 | 40,600 | 4,400 | 16,600 | 5,300 | 14,300 |
| December 31 | 41,600 | 4,800 | 17,000 | 5,600 | 14,200 |
| 1968 March 31 | 44,500 | 5,000 | 17,500 | 5,500 | 16,500 |
| June 30 | 44,600 | 4,800 | 18,200 | 5,200 | 16,400 |
| September 30 | 45,600 | 5,300 | 18,000 | 5,300 | 17,000 |
| December 31 | 45,100 | 4,900 | 17,800 | 5,500 | 16,900 |
| 1969 March 31 | 44,000 | 4,600 | 17,200 | 5,300 | 16,900 |
| June 30 | 45,800 | 5,200 | 17,600 | 5,700 | 17,300 |
| September 30 | 47,800 | 5,200 | 18,600 | 5,800 | 18,200 |
| December 31 | 48,800 | 5,700 | 19,000 | 5,800 | 18,300 |

## USING EFTA

*Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA', published by the EFTA Secretariat in Geneva. This* 161 *page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Board of Trade's EFTA Information Centre,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2479/80).

*A Hy-Mac* 880 *all-hydraulic excavator is successfully speeding the excavation of rock on a* 7½*-mile section of a new motorway, east of Helsinki, Finland. This machine is one of many Hy-Mac excavators operating throughout Scandinavia and far above the Arctic Circle in Finland, Norway and Sweden. It was supplied by Hy-Mac distributor in Finland, Machinery OY, Tiekone.*

# British Film Fund Agency returns

THE BRITISH FILM FUND AGENCY has published the following information for the four weeks ended March 28, 1970:

| | £ | £ |
|---|---|---|
| Distributors' earnings submitted | | |
| High cost films | 684,758 | |
| Low cost films: | | |
| Eligible (after multiplying by 2½) | 48,292 | |
| Not eligible for 2½ times rental | 2,566 | |
| | | 735,616 |
| Films of less than 3,000 ft. (after multiplying by 2½) | | 26,233 |
| | | 761,849 |
| Levy collections paid to Agency by HM Customs and Excise to April 13, 1970, together with an estimate of collections approximately covering entertainments of four weeks ended March 28, 1970 | | £333,100 |

The fifth interim allocation for the thirteenth distribution period will be at the rate of 42 per cent.

# Registrations of British and foreign films

**The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday May 8, 1970**
**Br/E indicates that the film is a British quota film**

| Title of Film | Registered No. | Playing Time Minutes | Date of Registration | Registered in the name of | Maker's name |
|---|---|---|---|---|---|
| | | | | BRITISH | |
| Mining Review No. 9 – 23rd Year | Br/E 34827 | 11 | May 5 | Data Film Distributors Ltd. | National Coal Board |
| Taste The Blood of Dracula | Br/E 34830 | 95 | May 7 | Warner-Pathe Distributors Ltd. | Hammer Film Productions Ltd. |
| Crescendo | Br/E 34831 | 95 | May 7 | " " " | " " " |
| Movietone News 2135 | Br/E 34669 | 8 | May 8 | Twentieth Century-Fox Film Co. Ltd. | British Movietonews Ltd. |
| Movietone News 2135A | Br/E 34670 | 8 | May 8 | " " | " " |
| | | | | FOREIGN | |
| European Striptease | F 34826 | 59 | May 5 | Butcher's Film Distributors Ltd. | Aries Cinematografica, Rome |
| Day Of Anger | F 34828 | 78 | May 5 | Warner-Pathe Distributors Ltd. | Filmtransac AG, Zurich; Sancrosiap Rome, Spa, Rome; Corona Film Production, GmbH, Munich, and Divina Films, GmbH, Munich |
| All Saints Day Poland | F 34829 | 12 | May 5 | Contemporary Films Ltd. | John Minchinton |

## Exhibitions and Fairs

# *First exhibition of British consumer durables in Oslo attracts 15,000*

**A report from the British Embassy, Oslo**

THE FIRST exhibition of British consumer durables took place in Oslo from April 18-25 under the joint sponsorship of the British National Export Council and the Board of Trade. Twenty-five British companies exhibited their wares which included refrigerators, washing machines and driers, electric cookers, food mixers, hand tools ,hardware goods, television sets and hi-fi equipment, kitchen fans and cooker hoods, electric massagers, electric lighting, toys, clocks, kitchen tools, floor cleaners, vacuum cleaners, carpet sweepers, lawn mowers, bicycles, household ladders and silverplate.

The shell stands were designed by the Central Office of Information and so completely transformed the Exhibition Hall that an offer was actually made for the stands themselves.

The Exhibition was inaugurated on April 17 with a reception co-hosted by the British Ambassador to Norway, Mr. T. F. Brenchley, and Mr. Sidney Roberts of the BNEC. Mr. Grover of the Export Council for Europe was present, also representing the BNEC. The reception was followed by a preview of the exhibition during which the guests were able to watch the historic splash down of the Apollo 13 astronauts on both black and white and colour TV sets of one of the exhibitors.

The reception was attended by the press and by Norwegian wholesalers and retailers as well as representatives of the main Oslo stores who had given their support to the Exhibition by accepting point-of-sale material for dressing their windows. Window displays were also mounted through retail outlets with the co-operation of the agents or subsidiaries of British companies participating. The Union Jack was much in evidence in Oslo during the Exhibition and these displays undoubtedly brought the Exhibition to the attention of a wider public.

A feature of the Exhibition was a daily free lottery with prizes given by the exhibitors and on April 20 the weekend prize winners, together with a group of retailers from two small towns outside Oslo, were entertained by the BNEC. The out of town visitors had been previously conducted round the Exhibition by members of the Commercial Department of the Embassy.

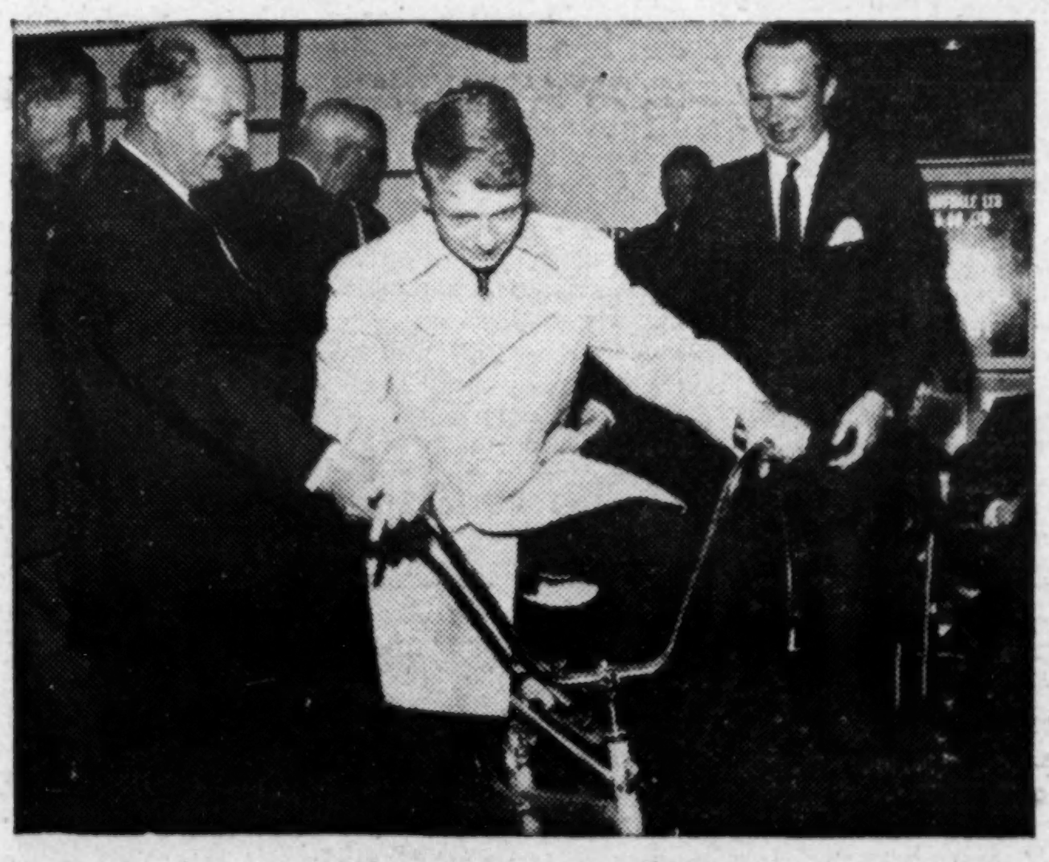
Some 15,000 people visited the Exhibition, and in view of the fact that the hall was very small and the weather poor throughout, the attendance figure was certainly satisfactory. Most exhibitors expressed themselves more than satisfied with the attendance and mention was made of visitors having been received from up-country towns hundreds of miles away from Oslo. Business was undoubtedly done both by referring visitors to retail outlets, and by agents following up trade inquiries.

All this is not to say that there were not the usual problems which go hand in hand with exhibitions. The hall in which the exhibition was held presented a problem to the designers, and by the very nature of its architecture some stands were more favourably situated than others. However, the presentation as a whole was certainly successful from both an advertising and public relations viewpoint.The coming months should show what effect it has had on sales.

*Mr. Nigel J. Morris (centre), Hydrovane Compressor Company export sales manager, explains the principles of the Hydrovane rotary compressor to Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, at the Worldpak/Macropak exhibition in Utrecht. Interest in the Hydrovane is reported to have been very great. Visitors to the stand came not only from the Netherlands but from throughout Europe and even further afield.*

### INDEX INQUIRIES

*Inquiries about the detailed contents of the* JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.



*Left: At the Oslo Consumer Durables Exhibition Mr. Christian Steen (right) of Messrs. Steen og Strom, a leading Oslo store, and chairman of the Oslo Handelstands Forrening, presents a lottery prize of a Raleigh bicycle to its lucky winner with Mr. Sidney Roberts, chairman of the Consumer Durables Committee of BNEC. Right: Mr. T. F. Brenchley (right), British Ambassador to Norway, and Mrs. Brenchley at the stand of Messrs. E. H. Parkin of Sheffield. Mr. J. E. Parkin is on the left.*

# Opportunities at British Columbia trade fair

THIRTY-ONE British firms have already booked 7,000 square feet in the British Pavilion organized by the Board of Trade at next year's British Columbia International Fair in Vancouver, and there is still room for many more. Total space in the pavilion exceeds 10,000 square feet net and this can be increased.

British exhibits so far cover a wide range, including valves, switchgear, diesel engines, floor coverings, furniture and boats. An extensive list of additional products suitable for the market is available from BNEC Canada, 6-14 Dean Farrar Street, London, S.W.1.

Scheduled for June 2-12, 1971, the British Columbia fair will be a major event on the West Coast with buyers coming from Canada's prairie provinces and from the Pacific northwest States of Washington, Oregon and northern California.

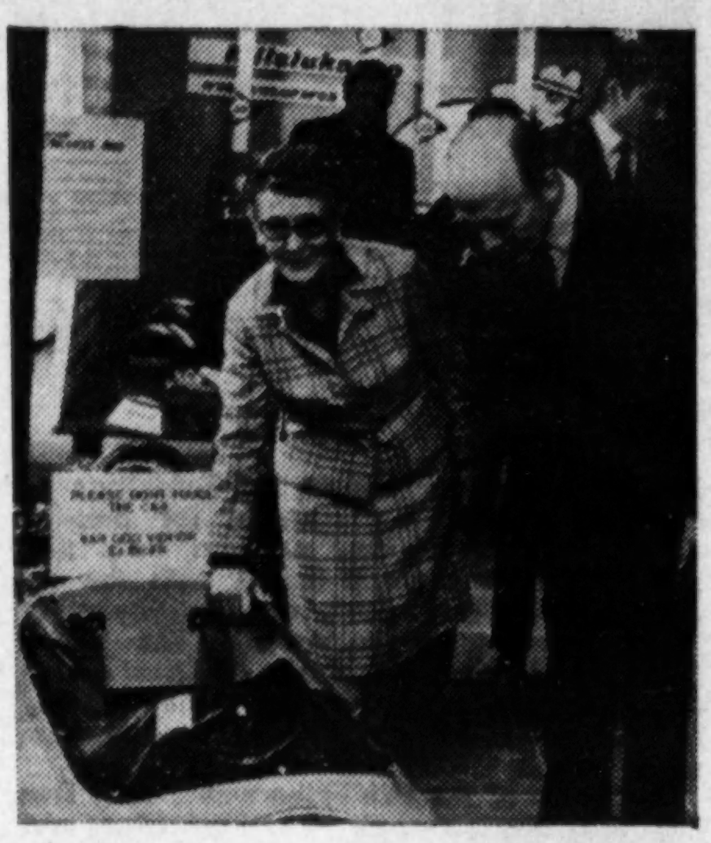
Vancouver is the heart of a booming area of minerals and forest products, with the highest paid workers in Canada. At present secondary industry is on a relatively small scale. Pollution control is becoming an issue, with pulp and paper mills already allocating around 4 per cent of average expenditure to pollution abatement.

'The Vancouver Show," said a BNEC Canada spokesman, 'provides an excellent opportunity to enter the rich Pacific coast market. The Canadians buy three times as much, per capita, from the United Kingdom as the Americans, and British Columbia in particular has a high rate of industrial growth.' Companies wishing to book space should telephone Miss Adams, Fairs and Promotions Branch, Board of Trade (Tel. 01-248 5757, Ext. 7204).

*Sir Roger Jacklin (centre), British Ambassador to Bonn, is pictured on the MTE-Contactor Group stand at the Hanover Fair talking to Mr. John Kay (group publicity manager) and Mr. Peter Guest (systems field sales manager). In addition to high voltage Contactor starters and solid state control systems, MTE-Contactor exhibited an extensive range of electromechanical and solid state control devices.*

# British Motor Week in Sweden tackles a difficult market

**A report from the British Embassy, Stockholm**



*Fru Eva Remens, the Mayor of Stockholm, and the British Ambassador, Sir Archibald Ross, inspect a Lotus racing car on display in the British Embassy during British Motor Week.*

A VISIT by Lord Brown, Minister of State, Board of Trade, an opening ceremony performed jointly by Mr. Douglas Richards, president of The Society of Motor Manufacturers and Traders and the Mayor of Stockholm, a tour of Britain by Swedish motor journalists, decorated showrooms throughout Sweden, a massive advertising campaign, Scottish pipers, and a display of cars adorned by candidates for 'Miss Sweden, 1970' – these were the main ingredients of 'British Motor Week' in Sweden which took place from April 10-19.

This promotion has as its background the depressing performance of British cars in the Swedish market during the past 20 years. In 1950 British cars had 38 per cent of the market. By 1960 this share had declined to 9 per cent and in 1969 the percentage had dropped to the dismal figure of 5.7 per cent. The growth of the Swedish domestic industry, and the excellence of SAAB and Volvo cars, is certainly an important new factor contributing to the decline in the fortunes of British cars, but the fact that the Federal Republic of Germany still holds 36 per cent of the market is a measure of our comparative failure.

The Swedish market for cars is one which is as difficult as it is lucrative. Car manufacturers from the world over compete fiercely for the rich prizes that it has to offer, and this competition, a severe climate, a critical press, and facilities for rigorous testing, all these build up a situation in which the Swedes can insist on the highest standards in workmanship and after-sales service. The purpose of the promotion of British cars was not therefore so much an attempt to sell individual models as to improve the image of the British industry, and so convince the Swedish motoring public that not only are our prices competitive, which after the revaluation of the D. Mark they certainly are, but also that in design, engineering, reliability and after-sales service we are at least the equal of our competitors.

The promotion was a joint effort between the Embassy, the Board of Trade, the Swedish subsidiaries of the leading British motor companies, The Society of Motor Manufacturers and Traders and The British National Export Council. In addition to visits from Lord Brown and Mr. Douglas Richards (who visited Gothenburg and Malmö as well as Stockholm) the promotion received strong support in the shape of visits from Sir George Farmer of British Leyland and Mr. Pritchard-Gordon of the Export Council for Europe.

One difficulty which had to be surmounted was that the Swedish branch of the Bureau Permanent International des Constructeurs d'Automobiles prohibited joint displays of standard models so it was necessary to concentrate on individual displays at dealers' showrooms augmented by visits of works' engineers from Britain, by the glamorous presence of Graham Hill, and a variety of tearooms and bars to induce a British atmosphere. Moreover, it was possible to impart something of the flavour of a joint effort by mounting a joint advertising campaign and by turning the Embassy into a miniature Earls Court with an excellent selection of British cars on view, including a Rolls-Royce and a version of the Lotus Europa specially built by Guest, Keen and Nettlefolds to display their components which they export to Sweden on a large scale.

The opening ceremony at the Embassy was a colourful affair. After speeches by Mr. Richards and Fru Remens, the Mayor of Stockholm, the motor companies arranged ceremonial motorcades. The passengers in the Vauxhalls were the candidates for the title of 'Miss Sweden, 1970', girls in 'maxi' and 'mini' dresses chauffered British Leyland's latest 'maxis' and 'minis' and Ford, appealing to a different side of human nature, drove up with Graham Hill and leading figures in the Swedish motor racing world. On view inside the Embassy were impressive displays by Dunlop, Lucas and a Lotus Formula III provided by Liptons.

It is early days yet to assess the results of the promotion, but certainly the publicity made an impact and there are already some signs of a revival in British car sales. But a sustained effort will be needed by the motor companies not only to sell British cars but also to convince Swedish motorists not so much that we can design and build good cars – they know that already – but that we can put them together in such a way that they will match up in all respects to the rigorous conditions in Sweden. The prizes are rich; every one per cent increase in our share of the Swedish market means an additional £1 million in sales.

## REPORTS FOR UNITED KINGDOM EXPORTERS ON OVERSEAS REPRESENTATIVES

INFORMATION ABOUT the commercial standing of overseas representatives is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of overseas representatives, the scope of their activities, and the size of their organization, and their suitability to act as your agent. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

# *Exhibitors report . . .*

**Mr. Roy Mason, President of the Board of Trade, visited Lansing Bagnall Ltd. on May 8. Referring to the company as 'the largest exporters of fork lift trucks in the country', Mr. Mason said that more than one-third of their production of trucks were exported last year, earning over £3½ million for Britain. 'Exhibiting in overseas trade fairs is, of course, one of the best ways of promoting British exports and Lansing Bagnall have made good use of these opportunities,' said the President. 'They have participated in international trade fairs throughout the world often where the Board of Trade has organized British Pavilions or provided joint venture facilities. When the Board of Trade organizes a British Pavilion at a trade fair a substantial part of the cost of display facilities is paid by the Government. With joint ventures, the Board of Trade provides free space and a shell stand for each firm taking part in a group display sponsored by a trade association.'**

**Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export.**

### Innovations at Achema

THE POWER-GAS Corporation Ltd., of Stockton-on-Tees and London, a member of the Davy-Ashmore Group, will be exhibiting at the Achema Exhibition in Frankfurt from June 17-24, as part of a joint venture sponsored by the British Chemical Plant Association and the Board of Trade.

Power-Gas will illustrate the importance of steam reforming in a wide range of processes, and for the first time the latest advance in reforming technology – the Power-Gas Modular furnace – will be shown graphically.

### Conveyor belting for Madrid show

AT THE International Mining Congress and Exhibition, Madrid (June 1-15), in a joint venture sponsored by the Association of British Mining and the Board of Trade, a full range of Scandura Gold Line conveyor belting will be shown, in a variety of thicknesses and coatings suitable for mining, quarrying and any kind of mineral transportation.

Scandura Gold Line belts are entirely British in design and manufacture, and are available in all countries throughout the world.

### New electronic equipment at Mesucora

AT MESUCORA, Paris (May 27-June 4), EMI will feature electronic equipment for use in industry, aviation, education, medicine and research. Their display will be part of a joint venture sponsored by the electronic Engineering Association and the Board of Trade. The equipment on display will include a number of new products being exhibited for the first time at Paris.

Among the recently introduced EMI products will be 'Thermoscan,' a general purpose thermal imaging system suited to both industrial and medical applications. Another new development being demonstrated is the helical-scan colour video tape recently introduced by EMI Tape Ltd. A prototype of a miniature low-light television system will be displayed. This system, suited for a wide range of surveillance and image intensification uses, may be operated in ambient light conditions ranging from bright sunlight to moonlight.

### Wide showing for Lancer Boss lift truck range

APART from their biggest-yet showing at the International Mechanical Handling Exhibition at Earls Court, London (May 5-15), selected models from Lancer Boss Ltd.'s range of side-loaders, frontlift and container handling trucks are being seen this year at nine major international fairs.

They have so far this year featured at the Vienna International Spring Trade Fair, the Zagreb International Spring Fair and the Graz (Austria) International Spring Trade Fair.

Now the trucks will be seen at Klagenfurt (Austria) Timber Fair and Trade Fair, August 6-16; Izmir (Turkey) International Fair, August 20 to September 20; Vienna International Autumn Trade Fair, September 6-11; Oslo Technical Fair, September 4-13; Helsinki International Trade Fair, September 17-27; and Stockholm Technical Fair, October 9-15.

### Hanover successes

EXHIBITING for the first time their range of high tension Contactor starters at the Hanover Fair, MTE-Contactor received a firm inquiry from Argentina for equipment totalling £30,000. Interest was also expressed by visitors from Sweden, France, Czechoslovakia and Belgium in this range of starters, which can handle up to 1,500 h.p. at 6·6 kV.

Another inquiry, received from Sweden, was for the supply of 40,000 Contactors in the UCO Unit System range.

MTE-Contactor were exhibiting under the joint venture scheme sponsored by the Board of Trade and British Electrical and Allied Manufacturers Association.

### Orders at Cologne

ORDERS for more than 15,000 garments were taken by BabyChic Ltd., in the three days of the International Fair for the Child at Cologne, April 17-19. This is the first time BabyChic – who specialize in stretch clothing for babies and children – have exhibited at the Fair.

Mr. Paul Norton, BabyChic's export manager, said: 'As a beginning it is very satisfactory. Our clothes created a great deal of interest and the stand was crowded for most of the time with visitors from every West European country and other parts of the world.'

New accounts were opened in several countries, including the Federal Republic of Germany, Austria, Scandinavia and South Africa.

# *First International Consumer Goods Fair, Brno: a good start*

**A report from the British Embassy, Prague**

FIRMS from Britain and other Western countries took part on a modest scale at the First International Consumer Goods Fair in Brno, which was held from April 21 to 28. The British participants were generally well satisfied with the results and by the end of the fair most of them were considering taking part again next year, some on a larger scale.

Since 1966 a national consumer goods fair has been held annually at Brno in the spring. In 1969 a number of foreign firms took part. This year the fair formally assumed international status and the intention is to develop it to the level of importance achieved in the field of engineering by the Brno International Trade Fair held each autumn.

This trend is in keeping with the growing attention being paid to satisfying the demand for consumer goods in Czechoslovakia. Domestic production of consumer goods is increasing, but supplies to the home market are inadequate, both in quantity and variety. Czechoslovakia is therefore a significant importer. In 1969 imports amounted to some £27 million and were almost 25 per cent higher than in 1968. Mentioning this in his speech at the opening ceremony on March 21, the Federal Minister for Foreign Trade went on to say: 'We should like not only to keep up this level but to further increase it, provided of course that it proves to be compatible with an increase in the exports of our goods including consumer products and our balance of payments with individual areas or countries.'

The 1970 fair was organized by product groups and this arrangement will be followed in the future. For the first four days it was open to trade visitors only; for the last four days it was open to the general public, who came in considerable numbers. The total of exhibitors was 447, of whom 151 were foreign firms representing 28 countries. In terms of space, Western exhibitors took 8 per cent, Communist countries 16 per cent and Czechoslovak enterprises the remaining 76 per cent.

Among the Western exhibitors the Italians were the most prominent. As a special exception to the general scheme of organization, they had a group display covering a range of products, including clothing and textiles, shoes and agricultural produce. There were also 21 Italian firms represented individually, of which nine displayed shoes and leather goods. In numbers of firms represented, the most important countries were the Federal Republic of Germany (36, chiefly in the metal, electrical and optical fields), France (32, chiefly textiles and perfumes), Italy and also the Netherlands (16, mostly foodstuffs). There were nine British companies represented. They displayed cosmetics, toilet and medical items, pens, foodstuffs and household products.

During the fair Czechoslovak enterprises concluded export contracts worth 400 million crowns, of which 180 million crowns were for exports to non-Communist countries. Further contracts for about 120 million crowns will be concluded shortly. The exports in question include furniture, enamelware, cutlery, household china, live fish, hops, frozen vegetables, tape recorders, electric bulbs, musical instruments, leather articles and toys.

They also concluded import contracts worth 157 million crowns, of which 21 million crowns were for imports from non-Communist countries. So far as the latter are concerned, the most important contracts deriving from participation at the fair were for Italian shoes. Other goods to be imported by Czechoslovakia include china, synthetic leather, foodstuffs, carpets and oil and gas stoves.

As an international event, the Brno spring fair this year made a modest beginning, but it is already a venture which deserves serious consideration by British firms.

*A dramatic moment during the Paris Agricultural Show, as an animal resuscitator exhibited by Flower's Equipment Co. of Plymouth is used to save the life of a Normandy calf, born at the show. The incident, described by* Le Figaro Agricole *as 'the first act of Franco-British co-operation in the Salon', did much to assist Flower's highly successful participation. Photograph courtesy* Le Figaro Agricole.

# BE UP-TO-DATE GET IN CONTACT WITH AN EXPANDING MARKET

34th Levant Fair Bari

The most important appointment in Southern Italy and in the Mediterranean

Bari 10th - 23rd September 1970

*Pictured looking at equipment on the Elliott Machine Tools Ltd. stand at the Malmö Mechanical Industries Fairs, left to right: Baron Stig Ramel, general manager of the Swedish General Export Association; Mr. O. Magnusson, Swedish manager of Eliott Scandinavia AB; Mr. R. F. G. Taylor, British Consul, Malmö; and Mr. Gunnar Linde, chairman of the Swedish Association of Engineering Workshops.*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**IZMIR INTERNATIONAL TRADE FAIR, TURKEY**

**AUGUST 20th to SEPTEMBER 20th 1970**

**THE BRITISH PAVILION**

***GATEWAY TO THE TURKISH MARKET***

Space is still available (because of late cancellations) for immediate applicants. British manufactured products only. Special displays particularly welcomed, such as Airport Electronic Systems, Steel Alloys, Kitchen and Bathroom Units, Laundry Equipment for Hotels, Dishwashers, Double Glazing Systems, Burglar Alarm Systems, Parking Meters, etc.

Immediate enquiries and terms:

BRITISH CHAMBER OF COMMERCE OF TURKEY
c/o LONDON CHAMBER OF COMMERCE
69, Cannon Street, London, E.C.4 Tel.: 01-876 7244

# Joint venture at Belgrade Motor Show

**A report from the British Embassy, Belgrade**

THE ANNUAL International Fair of Engines and Motor Vehicles was held this year in Belgrade from April 17-26. The official opening ceremony was performed by the Yugoslav Federal Prime Minister, Mr. Mitja Ribicic, and Mr. Toma Granfil, a member of the Yugoslav Government. According to provisional estimates more than 359,000 visitors saw the Fair, but this year was more notable for the discussions with the trade behind the scenes rather than on the stands.

Of the 302 participants listed in the catalogue, 152 exhibitors were Yugoslav enterprises. The foreign participants included the Federal Republic of Germany (55 exhibitors), Italy (27), the United Kingdom (21) and France (11). The scope of the fair covered all aspects of the motor industry. Special sections included an exhibition entitled 'Man, Vehicle, the Road and Traffic Safety'; a nautical hall devoted to small craft, swimming pools and outboard motors; a section for professional literature; sporting and camping equipment; fuels and lubricants, servicing and maintenance equipment, components, trailers and caravans, motor-cycles, coaches, heavy vehicles, sports cars and passenger cars.

British participation, as in previous years, consisted of an SMMT/Board of Trade joint venture stand, while our main manufacturers exhibited on their local agents' stands under the special terms agreement. In addition one or two British firms exhibited independently. The British joint venture stand had eight firms exhibiting diesel engines, axles, spray guns, air compressors, automatic transmission systems, engine tuning kits, small trailers, brakelinings, clutch facings, disc brake pads and garage equipment. Despite the stand's excellent location in one of the main halls, the number of firms participating was disappointingly smaller than last year's joint venture and, for the first time, there was no central SMMT information stand.

The main British exhibitors by and large made an impressive display which created a good deal of interest against very strong Federal German and Italian participation, and despite the tougher Government regulations they seem optimistic of securing a larger share of the market.

Other notable successes of the British participation were Gunson's Colorplugs Ltd. of London, whose Colortune kits for checking engine performance and carburettor tuning are to be publicized by the Yugoslav Automobile Association (AMSJ) and eventually sold by mail order. Mr. Guy Scottorn, managing director of Scottorn Ltd., New Malden, said he was very satisfied with his firm's first appearance at an overseas trade fair. He had taken some orders during the Fair and had acquired very valuable experience of exhibiting abroad. The representatives of Perkins Engines Ltd., who already have an established market in Yugoslavia, said they had done what they set out to achieve during the Fair. The independent British exhibitors, however, inevitably found themselves poorly sited, either in more remote parts of the Fair or lost in a maze of small interior stands, and their successes were in direct proportion to the extent of their previously established contacts with their customers.

This year's joint venture stand was the last in its present position, as the Belgrade Fair authorities are rearranging the lay-out of the 1971 exhibition. The market prospects justify a plan to hire an entire hall for next year as an SMMT/Board of Trade exhibit and to broaden the range of products. If it is to be secured, potential exhibitors should contact without delay Fairs and Promotions Branch of the Board of Trade, who will be pleased to answer any queries and provide further information. Their address is: Fairs and Promotions Branch, Board of Trade, Tower Block, Hillgate House 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

*'Trainex 1970' is the title of an unusual building exhibition in a train which is visiting 22 cities and towns during May. Fifteen leading building materials manufacturers are participating. D. Anderson & Son Ltd., of Stretford, Manchester, are exhibiting their latest roofing products, including Vynaclad, the recently introduced all plastics roof waterproofing system, which comprises a comprehensive range of vinyl accessories and GRP roofing components in addition to the basic vinyl sheet waterproofing.*

# First joint venture at Mesucora

IN CONJUNCTION with the Board of Trade, the Electronic Engineering Association is sponsoring the first joint venture by United Kingdom companies at the Mesucora exhibition in Paris. Fourteen companies are to take part, including the Ministry of Technology.

The exhibition, which covers measurement, control and automation, takes place in the Palais de la Defense from May 27-June 4.

The EEA is arranging a programme of advance publicity based on the production of a descriptive leaflet highlighting the most newsworthy product of each United Kingdom exhibitor and supported by advertising and direct mail.

An information booth is planned for the group stand and will be staffed by the EEA.

# OCCA-22 at Olympia—the most successful yet

OCCA-22 (The Twenty-Second Annual Technical Exhibition of the Oil and Colour Chemists' Association), the first to be held at Olympia, from April 27 to 30, was by far the most successful held by the Association, it is reported.

As the Association had to make plans to move to Olympia at short notice it was possible for the exhibition to open on four days only on this occasion. Despite this, the total number of visitors who passed through the turnstiles was the largest ever recorded, 14,500, including representatives from 38 countries.

OCCA-22 was officially opened by Lord Sherfield, president of the Parliamentary and Scientific Committee.

Any company which has not shown at previous OCCA exhibitions and wishes to apply for stand space at the 1971 exhibition should write at once to the Director and Secretary, Oil and Colour Chemists' Association, Wax Chandlers' Hall, Gresham Street, London, E.C.2.

# New publication for Finnish Trade Fair

'BRITISH INDUSTRIAL Research and Achievement 1970,' a special publication organized and sponsored by the Board of Trade and produced by Insinööriuutiset, Finland's leading engineering journal, is being published on September 4. This is 14 days before the International Trade Fair in support of the British Trade Drive in Finland.

The Central Office of Information is responsible for editorial supervision and the consulting editor is Mr. W. T. Gunston, editor of *Science Journal*. The subjects to be covered will include: Advanced research (carbon fibres, lasers); Nuclear power; Guided land transport (APT, hovertrain); Advanced electronics; Gas turbines (air, land, sea), Air-cushion vehicles; Computers and automation; System building; Mechanical handling; Machine tools.

Advertisement pages are available and orders can be handled by Frank L. Crane Ltd., 16-17 Bride Lane, Fleet Street, London, E.C.4 (Tel. 01-583 0581. Telex 21489). Information on editorial entries can be obtained from Miss Brenda Kirby, Ceneral Office of Information (Tel. 01-928 2345, Ext. 8042).

# *Sales and inquiries at Zagreb Spring Fair*

**A report from the British Consulate-General, Zagreb**

BRITAIN in 1969 was Yugoslavia's fifth largest supplier with exports amounting to £39 million, the highest ever. The Yugoslav market is one which is increasingly worth serious consideration by British firms. The British exporter who takes the trouble to visit the country and establish contacts with the business community, either direct or by exhibiting at a trade fair, knows that this leads to solid, often substantial, business.

The Spring Fair in Zagreb, held this year from April 18-26, is a specialized exhibition, covering broad classes of goods, which vary from year to year.

This year the main groups were consumer goods; tourism and catering; plastics and packing; mining; measuring techniques and automation (Jurema); building and civil engineering; civil defence equipment (Interprotex).

The main event of the fair was the Building and Civil Engineering Exhibition, which attracted a large number of both Yugoslav and foreign exhibitors. The principal feature of this section of the fair was the earth-moving and road-building machinery.

The Zagreb Spring Fair grows every year. This year it covered an area of 165,000 square metres (150,000 in 1969) with 1,638 exhibitors from Yugoslavia and 26 foreign countries (in 1969 there were 1,569 exhibitors). The press reported that of the 420,000 visitors to the fair 11,000 were business visitors from 41 countries.

Six British firms in a joint venture with the Board of Trade exhibited in the Building and Civil Engineering Section. This British exhibit – sponsored by the Federation of Manufacturers of Construction Equipment and Cranes – was on an outside site, and attracted a considerable number of visitors. Most of the firms had sold their exhibits before the end of the fair or had good prospects of doing so. All were well pleased with the results, and some reported serious inquiries from both Yugoslav and foreign buyers that could lead to very substantial orders.

Several British firms were exhibiting independently or on the stands of their Yugoslav agents. Most of them are now well-known names here, and they all reported good business.

*The British joint venture exhibit at the Za greb Spring Fair was on an outside site and attracted many visitors.*

# *Britain at the Malmö Mechanical Industries Fair*

**A report from the British Consulate, Malmö**

THE LONDON Chamber of Commerce and the Board of Trade sponsored seven British firms in a joint exhibit comprising 2,200 square feet at 'MEKANIK – 70', the Mechanical Industries Fair held in Malmö (April 17-21), organized by the Swedish Association of Engineering Workshops in collaboration with the Scania Trade Fair Foundation. The Fair was officially opened by Baron Stig Ramel, general manager of the Swedish General Export Association, who spent some time afterwards talking with the exhibitors on the British stands.

The products shown by the seven British firms included an impressive display of machines, tools and equipment for mechanical engineering workshops, such as lathes, milling machines, drills, tool and cutter grinders, welding equipment, band-sawing machines, ultrasonic cleaning systems, stud welding systems, industrial castors and wheels, etc., and one firm offered an international technical translation service, *inter alia* for equipment repair and data books, and also micro-film systems.

The fair, the third of its kind in Malmö, is a specialized event for the trade only, and this year 180 firms from 16 different countries were represented. Britain was the only country with its own 'national' group, but a strong showing of machinery from the USSR was put on by Swedish representatives. Other exhibitors came from the Federal Republic of Germany, the United States, Japan, Switzerland, Denmark, Italy, France and other European countries.

About 14,500 people visited the Fair during the five days, including a contingent of 80 visitors from Japan and many others from Switzerland, the Federal Republic of Germany, the Scandinavian countries and other parts of Europe.

The exhibitors in the official British group generally expressed pleasure at the results they had achieved and in addition to a number of direct sales many serious inquiries are to be followed up; already during the fair some of the exhibitors stated that they would most certainly be back for the next event in 1972.

A number of useful inquiries were also received on the Group Information Stand which was manned by the London Chamber of Commerce.

Agents for other firms, including British ones, also expressed the opinion that the fair had been successful and that it had continued to make an impact in the trade, and there is every reason to believe that the next event in 1972 will be very well supported.

## PUBLICITY FOR TRADE FAIRS OVERSEAS

*Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.*

*But Commercial Representatives must receive material on events* **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

## COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

**Colour cover blocks:** *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

**Black and white prints:** *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Overseas Trade and Exports

# *Exports to Norway*

**By the Commercial Department, British Embassy in Oslo**

THERE ARE TIMES when to jump on a bandwagon, far from being reprehensible, is the obvious and sensible thing to do. Any British exporter who is not among those benefiting from our rising sales to Norway would do well to look at this prosperous market, where we sold in 1969 £37 f.o.b. per head of population, a figure which is not far from being a world beater.

Leaving ships aside (£42 million f.o.b. in the last three years), since their fluctuating figures are the trendy statistician's despair, our exports rose from £110,100,000 f.o.b. in 1968 to £131,500,000 f.o.b. in 1969. The main part of this upsurge occurred in the latter part of the year and was no doubt due to some extent to buyers' rushing into beat the new Value Added Tax, imposed from January 1, 1970. Nevertheless, the Norwegian import figures for January and February show that we are continuing to do well. Whereas our sales in 1969 represented 13·6 per cent of the total c.i.f. value of Norwegian imports (still excluding ships), our share in the first two months of this year has gone up to 14·2 per cent.

**Largest export increases**

The largest export sectors, with sales in 1969 of over £5 million each, were non-electrical machinery, petroleum and petroleum products, iron and steel, road vehicles, textile yarns and fibres, electrical machinery and non-ferrous metals.

However, there were considerable increases over 1968 lower down the table, with for instance travel goods and handbags up by 80 per cent, footwear by 63 per cent and chemical materials and products by 41 per cent. These are but a few examples of the areas in which British exports to Norway are improving. If you have a produce which you think may have prospects of selling in Norway and need help – please get in touch with the General Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475) or your nearest Regional Export Office.

**A fragmented market**

A great number of British firms have discovered that owing to the fragmented nature of the Norwegian market with its more than 18,000 firms scattered around a geographically difficult country and with 70 per cent of them employing fewer than 10 persons, the best way to tackle selling here is through an agent. If you have an agent but nevertheless find that your company is not sharing in the present success of British exports to Norway you will want to know why. A visit may be needed to find out whether your agent's approach to the market meets your requirements or perhaps whether he needs some further support. The key to satisfactory exporting to Norway usually lies in finding a good agent and giving him the support he needs. The Commercial Department of the British Embassy in Oslo and the Consulate-General in Bergen are keen to help British manufacturers who are looking for one.

A final word. Most British exporters are well aware of the importance of maintaining promised deliveries. The Norwegians are extremely sensitive on this point. If events beyond control do cause a delay it is imperative that the Norwegian customer should be put promptly and fully in the picture.

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## BUSINESSMEN ASKED TO REPORT EXPORT OPPORTUNITIES

*Many British businessmen receive export inquiries for goods or services which are not of direct interest to their own organization but which could be useful opportunities for other British companies. Such inquiries may be received at their office or while they are travelling overseas and frequently the businessman has neither the time nor the opportunity to seek out appropriate British suppliers and pass on the inquiry.*

*Information about a scheme for passing on such inquiries received by businessmen travelling overseas by BOAC or BEA was given in the* Board of Trade Journal *of July 9, 1969, page 81 and the* Export Service Bulletin *of July 7, 1969, page 27. In brief, the businessmen receive with their tickets a form on which they may record export inquiries received during their travels; the form is returned to the British National Export Council who forward it to Export Services Division of the Board of Trade.*

*Businessmen travelling overseas by other means who receive export inquiries with which they cannot deal are asked to pass the information while they are overseas to the Commercial Department of any British Embassy, High Commission or Consulate or, on their return to Britain, to the Export Services Division of the Board of Trade, 35 Old Bailey, London, E.C.4, or their nearest Board of Trade Regional Office. Future issues of the 'Hints to Business Men' booklets will include a page on which such inquiries may be recorded. Similarly, when an inquiry is received from overseas by businessmen at his office in Britain, this may also be passed to Export Services Division or Board of Trade Regional Office.*

*All inquiries received by the Board of Trade will be followed up by Export Services Division, who will publish them in the* Export Service Bulletin *or will contact individual British companies direct, seeking further advice on the nature of the inquiry and the inquirer, where appropriate, through the Commercial Diplomatic Service Officers overseas.*

*Businessmen are urged to make use of these facilities to supplement export opportunities already being reported on a day to day basis by overseas commercial officers and passed on to industry by the Board of Trade.*

# TRADE AND FINANCIAL ARRANGEMENTS

## *France and the United Kingdom*

THE *Board of Trade Journal* of March 25, page 862, and April 22, page 1131, announced the opening of the quotas for the first half of 1970 for imports into Metropolitan France and the French Overseas Departments and Territories from the United Kingdom. The French authorities gave an assurance that the quotas would be fixed at levels not less than those of last year.

The Anglo-French Commercial Agreement of February 6, 1960 has now been formally extended for a further year from January 1, 1970, and the amounts of the quotas fixed at the same level as 1969. List I and II below set out the quota amounts for Metropolitan France and the Overseas Departments and Territories.

**I. Quotas for imports into Metropolitan France from the United Kingdom**

| Tariff No. | Quota No. | Description | Quota Amounts |
|---|---|---|---|
| 03.01, ex B | 1 | Sea fish, fresh chilled, or frozen | £80,000 |
| 03.02 ex B | 2 | Fillets of smoked cod | £100,000 |
| Ex 06.02 | 4 | Hothouse and greenhouse plants | £5,000 |
| 06.03 | 5 | Cut flowers | 60 tons |
| Ex 16.04, 20.01, ex 20.02, ex 20.06, ex 21.07 | 7 | Products of the food industry | £32,000 |
| Ex 20.04, ex 20.05 ex 20.06 | 14 | Mincemeat and lemon curd | £10,000 (U.K.) |
| Ex 20.05 | 15 | Jams | £10,000 (U.K.) |
| Ex 20.05 | 15 bis | Marmalades made from citrus fruit or ginger | £85,000 (U.K.) |
| 20.07 A, ex B | 16 | Fruit juices | £1,500 (U.K.) |
| Ex 21.07 | 17 | Fruit and other essences | £10,200 (U.K.) |
| 22.09 C ex 1 | 18 | Rum | £2,400 (U.K.) |
| 38.14 B 1 a | 21 | Oil additives | £150,000 |
| 85.15 ex C | 37 | Assemblies containing crystal diodes, triodes and other crystal valves including transistors constituting components of radio-electric apparatus | £8,000 + P.A. |
| 89.01 B 1 | 43 | Light boats and replacement parts | £250,000 |
| Various | 53 | Miscellaneous (1) | £220,000 |

(1) – Credits allocated to this quota are reserved for restricted goods not covered elsewhere in the agreement nor falling within global quotas.
U.K. – Administered in the United Kingdom
P.A. – Possibilite d'augmentation (i.e., an increase will be considered if necessary)

**II. Quotas for imports into French Overseas Departments and Territories from the United Kingdom**

| Description and Tariff Number | Quota Amount |
|---|---|
| Printed cotton textiles into New Caledonia (55·09 ex A) | £10,000 |
| Miscellaneous products imported into Overseas Departments | £25,000 |
| Miscellaneous products imported into Overseas Territories | £40,000 |

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## *India and Iran*

THE *Board of Trade Journal* of February 28, 1969, announced the setting up of an Indo-Iranian joint committee. Following a meeting of the committee earlier this year a Trade Protocol was signed in New Delhi.

Under the terms of this protocol India is to import 1 million tonnes of liquid ammonia and $54 million worth of phosphoric acid during a seven year period from January 1, 1972. During the current year India will import 90,000 tonnes of sulphur, rising to 100,000 tonnes in 1971 and at an annual rate to be decided up to and including 1975.

In return Iran will purchase 492 railway wagons from India valued at $5 million; in addition a joint group is to be set up to study Iran's railway wagon requirements and the possibility of utilizing transit facilities in Iran for Indian exports to the USSR and Eastern Europe, in view of the continued closure of the Suez Canal.

According to the protocol the two countries have agreed that the foreign exchange accruing to either country from January 1, 1972, would be used to correct trade imbalances and provide incentives for the development of enduring industrial and commercial co-operation between the two countries through periodic reviews of the balance of payments.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

## *Iran and Poland*

THE BOARD OF TRADE has now received the text of the long-term Trade and Payments Agreement between Iran and Poland which came into effect on January 1, 1970.

A notice about this agreement was published in the *Board of Trade Journal* on January 21.

Inquiries about this notice should be addressed to Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

## *Iraq and UAR*

THE BAGHDAD *Observer* reported the signing on April 16 of an economic agreement between Iraq and the UAR

The agreement is effective for three years during which the U.A.R. will be supplied with 100,000 tons of naphtha annually. 25 per cent of the value will be paid in cash and the remaining 75 per cent through barter for Nasr buses and saloon cars.

The shipment of naphtha will start in September. Special tanks of 5 million tons capacity are now being erected in Basra and should be completed in July.

## *Cyprus and Poland*

THE TRADE and Payments Agreement between Cyprus and Poland has been renewed for a further year. The value of goods to be exchanged in each direction during the period March 16, 1970, to March 15, 1971, is £500,000. This is at the same level as last year.

Copies of the lists of goods to be exchanged may be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471, 472 and 473),

## Cyprus and Hungary

THE TRADE and Payments Agreement between Cyprus and Hungary has been renewed for a further year. The value of goods to be exchanged in each direction during the period March 6, 1970, to March 5, 1971, is £520,000. This is at the same level as last year. Copies of the lists of goods to be exchanged may be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471, 472 and 473).

## Tunisia and Hungary

THE TUNISIAN *Journal Officiel* of February 6-10, 1970, announced the renewal for a further year from January 1, 1970, of the trade agreement of 1960 between Tunisia and Hungary. Details about quotas can be obtained from Tariff Division, Export Data Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467, 482), to whom all further inquiries should be addressed.

## Tunisia and Yugoslavia

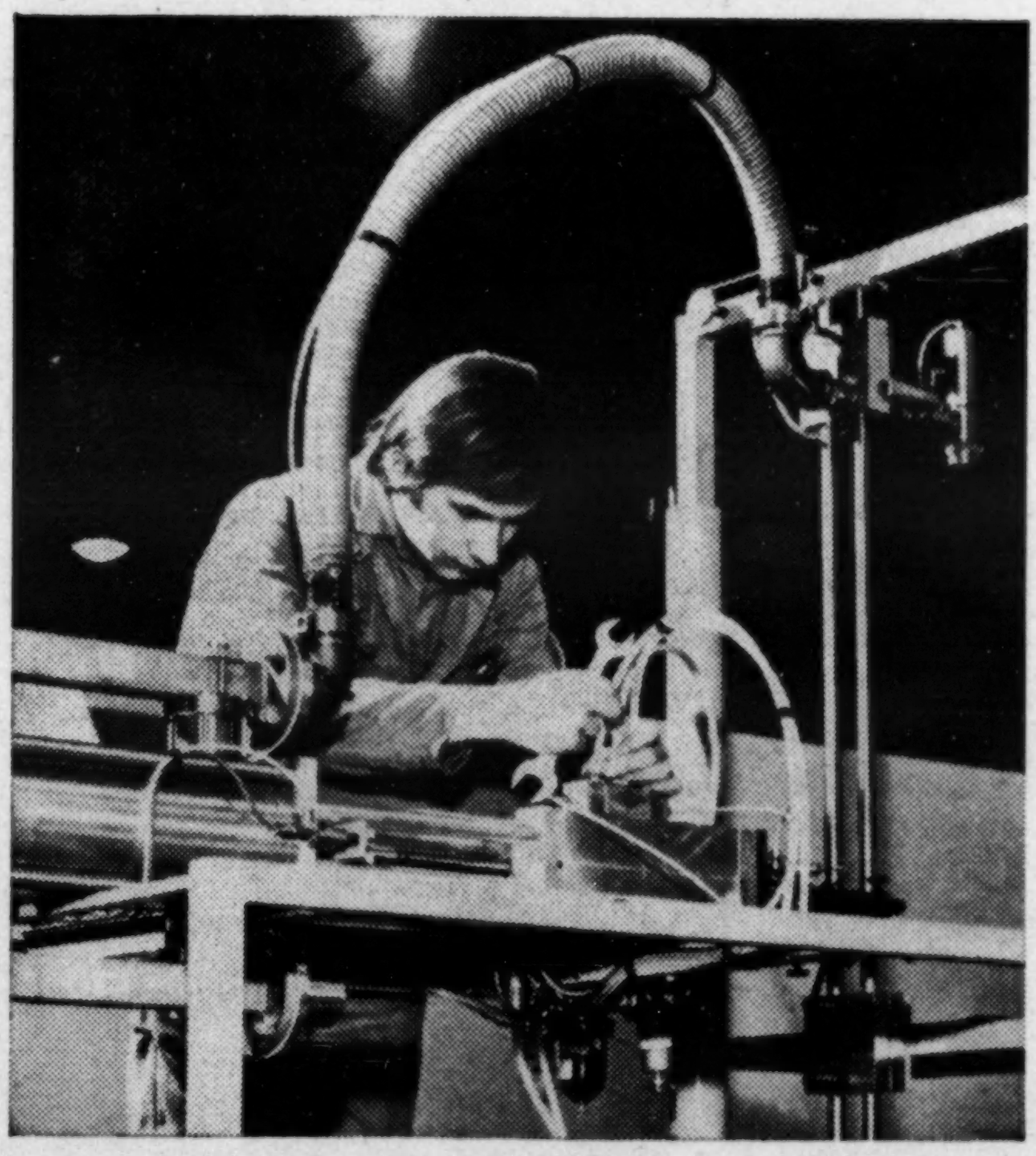
THE TUNISIAN *Journal Officiel* of March 6, 1970, announced the renewal for a further year from January 1, 1970, of the trade agreement of 1964 between Tunisia and Yugoslavia.

Details of the quota arrangements can be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

## Tunisia and Greece

THE TUNISIAN *Journal Officiel* of March 6, 1970, announced the renewal for a further year from January 1, 1970, of the trade agreement of 1960 between Tunisia and Greece.

Details of quota arrangements can be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467/482).



*Final assembly of one of a batch of 12 Neumo semi-automatic filling machines for export to Canada at Neumo Ltd.'s new factory at Newhaven. Delivery on semi-automatic machines is now down to eight weeks.*

## Tunisia and East Germany

THE TUNISIAN *Journal Officiel* of February 6, 1970, published details of the arrangements for trade between Tunisia and East Germany in 1970. Details of quotas are available and can be obtained from Tariff Division, Export Data Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467, 482).

## Hints to businessmen visiting Iceland

A REVISED EDITION of the booklet on Iceland has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Division, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

### HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

*Lists of potential importers of a wide range of British products in most overseas countries are available to exporters from the Export Services Branch of the Board of Trade.*

*These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.*

*Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.*

*Inquiries for these lists of overseas importers, giving the type of oods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*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# *Opportunities for exporters—calls for tender*

## BOT JOURNAL SUMMARIES OF EXPORT SERVICE BULLETIN TO END IN JUNE

**The final edition of the Board of Trade's Export Service Bulletin will be on June 1, 1970, and the final summary of Bulletin items will be that in the edition of the *Board of Trade Journal* on June 3.**

**A new Export Intelligence Service will commence on June 2, 1970. The new service (which was described in detail in the *Board of Trade Journal* of January 7) will provide each exporter with overseas commercial information tailored to his individual needs in terms of the goods or services he exports, the markets on which he seeks information and the types of information he wants. Exporters who have not yet joined the Export Intelligence Service are referred to the announcement on page 1291 of this issue.**

**A later announcement will be made when it has been decided what selection of material from the new service is to be published in the *Journal*.**

**ALGERIA**

**Bulletin 83/70**

SOCIETE ALGERIENNE DE REALISATION ET DE PROMOTION INDUSTRIELLE:
*2s. (In French.) Construction of Taps, Cocks and Valves Manufacturing Plant. (Further Information.) E.S.B. 56475/70/J.
ALGERIAN METEOROLOGICAL AND AERONAUTIC AUTHORITY:
*37s. (In French.) Radio Beacons. (Further Information.) E.S.B. 56322/70/J.
*33s. (In French.) No Visibility Landing Systems. (Further Information.) E.S.B. 56320/70/J.

**Bulletin 85/70**

ALGERIAN POLICE:
Raincoats. May 26. E.S.B. 57264/70/J.
Jackets, Windcheaters. May 26. E.S.B. 57262/70/J.

**Bulletin 86/70**

ALGERIAN AERONAUTIC AND METEOROLOGICAL AUTHORITY.
Reactive Chargers. May 25. E.S.B. 57288/70/J.
DEPARTMENTAL AUTHORITY OF THE WILAYA DU TITTORI:
Poultry Farm. June 13. E.S.B. 57289/70/J.

**ARGENTINA**

**Bulletin 82/70**

DIRECCION NACIONAL DE VIALIDAD:
Construction of Bridges and Road Works. June 1. E.S.B. 56823/70/J.
SEGBA:
*43s. (In Spanish.) Cable. May 27. E.S.B. 56819/70/J.
Joint Boxes and Leaden Sleeves. May 27. E.S.B. 56910/70/J.

**Bulletin 84/70**

*27s. (In Spanish.) Brass Strips. May 27. E.S.B. 56821/70/J.
COMPANIA ITALO ARGENTINA DE ELECTRICIDAD SA:
Electrical Equipment for Substation. June 10. E.S.B. 57106/70/J.

**Bulletin 86/70**

GAS DEL ESTADO:
Work Study. June 15. E.S.B. 57212/70/J.

**AUSTRALIA**

**Bulletin 83/70**

DEPARTMENT OF SUPPLY:
Plate Bending Roll and Flanging Machine. May 28. E.S.B. 56950/70/J.
Gas Laser. May 26. E.S.B. 56959/70/J.
Machining Centre Unit. May 27. E.S.B. 56960/70/J.
POSTMASTER-GENERAL'S DEPARTMENT:
*6s. Testing Instruments. (Further Information.) E.S.B. 56468/70/J.
*7s. Telephone Timing Clocks. May 26. E.S.B. 56998/70/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
Circuit Reclosers. June 1. E.S.B. 56946/70/J.

**Bulletin 85/70**

*74s. Event Recording Equipment. June 22. E.S.B 57211/70/J.
DEPARTMENT OF WORKS:
Construction of Buildings. June 9. E.S.B. 57012/70/J.
SYDNEY COUNTY COUNCIL:
*97s. Switchgear, Capacitors, Reactors, Transformers. August 27. E.S.B. 57020/70/J.

**BELGIUM**

**Bulletin 84/70**

BELGIUM AUTHORITIES:
Recording Consoles. May 29. XP 498/70/J.

**BURMA**

**Bulletin 84/70**

MYANMA BAWDWIN CORPORATION:
*3s. Insulators. May 30. E.S.B. 57088/70/J.

**Bulletin 85/70**

UNION OF BURMA RAILWAY BOARD:
Railway Stores. June 4. E.S.B. 57277/70/J.

**Bulletin 86/70**

*3s. Buffer Springs. June 4. E.S.B. 57276/70/J.

**CANADA**

**Bulletin 82/70**

MANITOBA HYDRO:
*78s. Transformers. May 29. E.S.B. 56921/70/J.

**CEYLON**

**Bulletin 83/70**

CEYLON CEMENT CORPORATION:
Air Compressor. June 2. E.S.B. 57001/70/J.
*2s. Rotor Starter. June 30. E.S.B. 57002/70/J.

**CHILE**

**Bulletin 86/70**

FERROCARRILES DEL ESTADO:
*2s. (In Spanish.) Aluminium, Antimony, Tin, Lead. May 26. E.S.B. 57336/70/J.

**COLOMBIA**

**Bulletin 84/70**

FERROCARRILES NACIONALES DE COLOMBIA:
Injector Testing Bench. June 2. E.S.B. 57108/70/J.
Rail Car Wheels. June 9. E.S.B. 57109/70/J.
Testing Benches. June 4. E.S.B. 57111/70/J.
Pulleys. May 26. E.S.B. 57110/70/J.

**Bulletin 86/70**

EMPRESA DE ACUEDUETO Y ALCANTARILLADO:
Valves. July 6. E.S.B. 57194/70/J.

**COSTA RICA**

**Bulletin 83/70**

INSTITUTO COSTARRICENSE DE SEGURO SOCIAL:
*1s. (In Spanish.) Oil Lubricators. June 2. E.S.B. 56929/70/J.

**EL SALVADOR**

**Bulletin 86/70**

EL SALVADOR UNIVERSITY:
*8s. Telephone Installation. (Further Information.) E.S.B. 56800/70/J.

**FIJI**

**Bulletin 82/70**

DEPARTMENT OF SUPPLIES:
*2s. (Press notice.) Foodstuffs. June 1. E.S.B. 56902/70/J.

**GERMANY, FEDERAL REPUBLIC OF**

**Bulletin 83/70**

BUNDESANT FUR GEWERBLICH WIRTSCHAFT:
NATO Facilities. July 10. XP 484/70/J.
NATO Facilities. August 21. XP 485/70/J.
Communication Facilities. July 10. XP 483/70/J.

**Bulletin 84/70**

Electrical Installation. July 10. XP 486/70/J.

**GHANA**

**Bulletin 83/70**

GHANA INDUSTRIAL HOLDING CORPORATION:
Marine Engines, Fishing Boat Equipment. Closing date postponed to June 12. (Further Information.) E.S.B. 55994/70/J.

**Bulletin 84/70**

GHANA SUPPLY COMMISSION:
*36s. Pump and Generator House Machinery and Equipment. (Further Information.) E.S.B. 56667/70/J.

**GREECE**

**Bulletin 82/70**

MINISTRY OF TRADE:
*5s. Printing Rolls. June 3. E.S.B. 56888/70/J.
*16s. Welding Machines and Equipment, Air Compressors, Jacks. June 1. E.S.B. 56885/70/J.
*9s. Topographic Instruments. May 29. E.S.B. 56887/70/J.

**Bulletin 85/70**

NAVAL SUPPLY CENTRE:
*3s. Photographic Apparatus. May 27. E.S.B. 57260/70/J.

**Bulletin 86/70**

NAVAL COMMAND:
*13s. Electrostatic Copier. May 25. E.S.B. 57261/70/J.
MINISTRY OF TRADE:
*6s. Serums. June 3. E.S.B. 57257/70/J.

**HONG KONG**

**Bulletin 83/70**

CENTRAL TENDER BOARD:
*10s. Asbestos Cement Pipes and Joints. June 5. E.S.B. 56957/70/J.

**INDIA**

**Bulletin 82/70**

INTEGRAL COACH FACTORY
Roller Bearings. June 17. E.S.B. 56859/70/J, 56860/70/J and 56861/70/J.

**Bulletin 83/70**

BEAS PURCHASE ORGANIZATION:
*8s. Dozers. June 22. E.S.B. 56949/70/J.
RAILWAY BOARD:
*20s. Vehicle. June 10. E.S.B. 56948/70/J.

**Bulletin 84/70**

BHARAT HEAVY ELECTRICALS LTD.:
Gear Boxes. June 4. E.S.B. 57102/70/J.
DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
*28s. Capstan Lathe. May 29. E.S.B. 57173/70/J.

**Bulletin 85/70**

BOKARO STEEL LTD.:
Refactories. June 8. E.S.B. 57231/70/J.
HINDUSTAN COPPER LTD.:
Rotating Stage. (Further Information.) E.S.B. 55060/70/J.
OIL AND NATURAL GAS COMMISSION:
Core Barrel Spares. May 28. E.S.B. 57235/70/J.
BOKARO STEEL CO.:
Refractories. June 8. E.S.B. 57230/70/J.

*Brief details are given here of some Calls for Tender reported in recent issues of the* **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

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**Note:** *An asterisk in the text indicates that documents may be borrowed.*

*The date given in the announcement is the last date for the receipt of bids.*

*All inquiries should be addressed to the Editor,* **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extns. 404, 7003 and 406 (Deposit Accounts), Telex: 886143, Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*


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CONTROLLER OF STORES, CENTRAL RAILWAY:
*Railway Control Panel and Illuminated Diagram. (Further Information.) E.S.B. 55820/70/J.
BEAS PURCHASE ORGANIZATION:
*2s. Air Tugger. July 23. E.S.B. 57172/70/J.

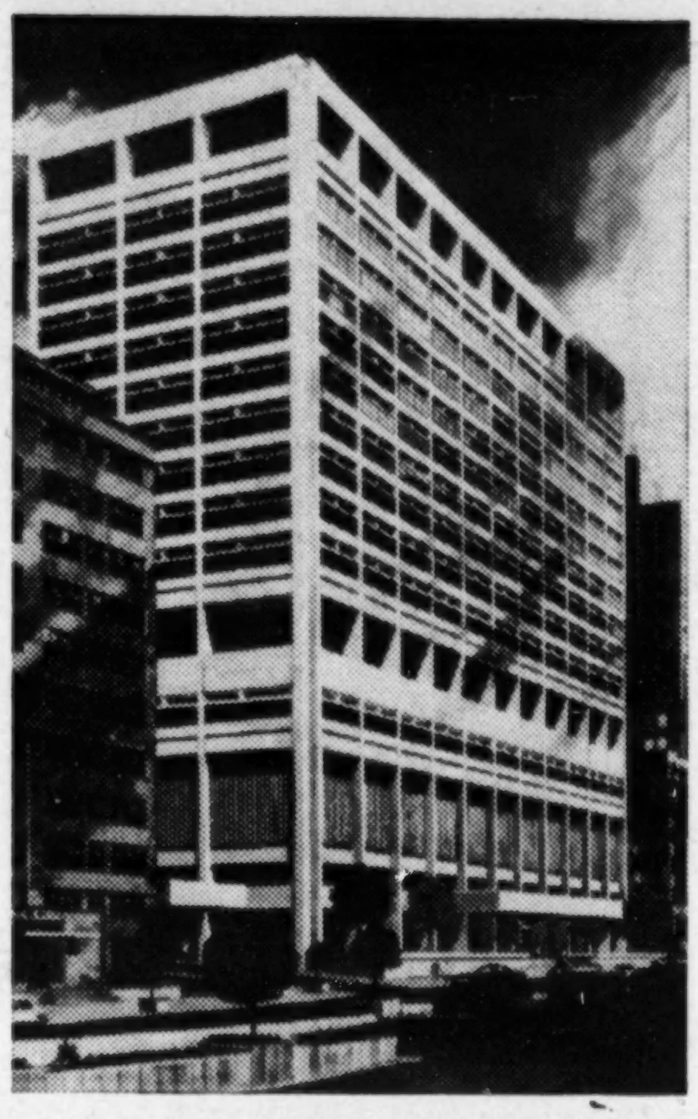
IRAN
Bulletin 86/70
IRANIAN TOBACCO COMPANY:
Paper. June 23. E.S.B. 57026/70/J.
Filter Rods. June 25. E.S.B. 57029/70/J.

IRAQ
Bulletin 82/70
MINISTRY OF DEFENCE:
*2s. Trailers and Trucks. June 10. E.S.B. 56865/70/J.
*2s. Sheep's Foot Roller. June 10. E.S.B. 56866/70/J.
*2s. Roller. June 10. E.S.B. 56867/70/J.
*2s. Asphalt Paver. June 14. E.S.B. 56868/70/J.
*2s. Aggregate Screening Machine. June 14. E.S.B. 56863/70/J.
*2s. Screen and Power Unit. June 14. E.S.B. 56864/70/J.
*2s. Concrete Spreader and Finisher. June 21. E.S.B. 56833/70/J.
*2s. Bulldozers. June 21. E.S.B. 56835/70/J.
CENTRAL FOREIGN PURCHASING BOARD:
*6s. Oxygen Generating Plant. June 7. E.S.B. 56832/70/J.
LIGHT INDUSTRIES P. SH. CO.:
Kerosene Heater Gauges. May 31. E.S.B. 56829/70/J.
VEGETABLE OIL EXTRACTION CO. (PUBLIC):
*3s. Soap Manufacturing Plant and Equipment. June 23. E.S.B. 56831/70/J.
TOBACCO MONOPOLY ADMINISTRATION:
*4s. Cigarette Paper. (Further Information.) E.S.B. 56711/70/J.
MINISTRY OF DEFENCE:
*2s. Bituminous Distributor. June 14. E.S.B. 56869/70/J.
*3s. Bitumen and Tar Transporter and Distributor. June 14. E.S.B. 56870/70/J.
Bulletin 83/70
NATIONAL LEATHER INDUSTRY CO.:
*1s. Fork Lift Truck. (Further Information.) E.S.B. 56776/70/J.
ASBESTOS INDUSTRIES CO. (NAT):
*3s. Vacuum Pumps. (Further Information.) E.S.B. 56774/70/J.
ESTATE INDUSTRIES CO. (NAT):
*1s. Iron Oxide Pigment. (Further Information.) E.S.B. 56773/70/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
*88s. Water Supply Scheme. (Further Information.) E.S.B. 56713/70/J.

IRISH REPUBLIC
Bulletin 84/70
TIPPERARY (SR) COUNTY COUNCIL:
X-ray Machine. May 28. E.S.B. 57072/70/J.

JORDAN
Bulletin 84/70
MINISTRY OF PUBLIC WORKS:
Spectrophotometer. May 25. E.S.B. 57112/70/J.
JORDAN PHOSPHATE MINES CO. LTD.:
*3s. Engineers' Hand Tools. May 24. E.S.B. 57115/70/J.
JORDANIAN ARMED FORCES:
Boots. May 27. E.S.B. 57196/70/J.
Bulletin 86/70
ROYAL MEDICAL SERVICES:
Ophthalmic Instruments and Equipment. May 28. E.S.B. 57141/70/J.

KENYA
Bulletin 84/70
CITY COUNCIL OF NAIROBI:
Street Lighting Equipment. May 25. E.S.B. 57004/70/J.
Street Lighting Columns. May 25. E.S.B. 57007/70/J.
Control Gear Street Lighting. May 25. E.S.B. 57005/70/J.
Street Lighting Lanterns. May 25. E.S.B. 57009/70/J.
Steel Column for Street Lighting. May 25. E.S.B. 57008/70/J.
Electric Lamps. May 25. E.S.B. 57010/70/J.
Electrical Accessories. May 25. E.S.B. 57006/70/J.
Cables. May 25. E.S.B. 57003/70/J.
Pipes and Specials. June 2. E.S.B. 57011/70/J.



*A new 650-bed hospital for Toronto is to be built by Laing Construction and Equipment Limited, Canadian member of the Laing Group, under a $30-million contract awarded by the Mount Sinai Hospital Board. The project includes the construction of a 16-storey block with two basement levels and a separate receiving area. It will be sited immediately to the north of the existing hospital on the west side of University Avenue. Work has started on site and is scheduled for completion by September 1972.*

KOREA
Bulletin 84/70
OFFICE OF SUPPLY:
*12s. VTR Mobile Van. May 26. E.S.B. 56858/70/J.

KUWAIT
Bulletin 82/70
MINISTRY OF PUBLIC HEALTH:
*15s. Empty Ointment Tubes. June 16. E.S.B. 56783/70/J.
*12s. (In Arabic and English.) Medical Specialities. June 23. E.S.B. 56782/70/J.
ARABIAN OIL CO. LTD.:
Power Cables. June 10. E.S.B. 56918/70/J.
Bulletin 83/70
*8s. (In Arabic and English.) Hoses. June 10. E.S.B. 56919/70/J.
KUWAITI GOVERNMENT OWNED SAVINGS AND CREDIT BANK:
Construction of Houses. (Advance Information.) E.S.B. 56924/70/J.

LEBANON
Bulletin 85/70
DIRECTORATE GENERAL OF HYDRO-ELECTRICAL EQUIPMENT:
Pumps. June 3. E.S.B. 57188/70/J.

MALAGASY REPUBLIC
Bulletin 83/70
FERME D'ETAT OMBY:
*7s. Cattle Fencing. June 6. E.S.B. 56903/70/J.
Bulletin 85/70
BUREAU DE DEVELOPPEMENT ET DE PROMOTION INDUSTRIELS:
*4s. (In French.) Bucket Manufacturing Equipment. May 31. E.S.B. 57269/70/J.

MALAYSIA
Bulletin 82/70
NATIONAL ELECTRICITY BOARD:
Construction of Power Station Extension. June 15. E.S.B. 56780/70/J.
Bulletin 85/70
MINISTRY OF DEFENCE:
*3s. Industrial Sewing Machine. June 11. E.S.B. 57222/70/J.
*3s. Industrial Sewing Machine. June 11. E.S.B. 57223/70/J.
*2s. Banding Machine. June 11. E.S.B. 57225/70/J.
Bulletin 86/70
*3s. Steam Cleaning Plant. June 4. E.S.B. 57213/70/J.
*2s. Guillotine. June 4. E.S.B. 57214/70/J.
*2s. Hack Sawing Machine. June 4. E.S.B. 57215/70/J.
*3s. Valve Refacing Machines. June 4. E.S.B. 57216/70/J.
*3s. Paint Spraying Plant. June 4. E.S.B. 57217/70/J.
*3s. Planing Machine. June 4. E.S.B. 57218/70/J.
*2s. Tensiometer. June 4. E.S.B. 57219/70/J.
*2s. Circular Saws. June 11. E.S.B. 57220/70/J.
*6s. Lathe. June 11. E.S.B. 57224/70/J.
ROYAL MALAYSIA POLICE:
*7s. Uniform Material. June 8. E.S.B. 57198/70/J.
FEDERAL LAND DEVELOPMENT AUTHORITY:
*18s. Steam Boiler. June 8. E.S.B. 57190/70/J.
MINISTRY OF DEFENCE:
*2s. Lathe. June 11. E.S.B. 57226/70/J.
*4s. Welding Plant. June 11. E.S.B. 57221/70/J.

MALTA
Bulletin 86/70
MALTA ELECTRICITY BOARD:
*Cloth Wipers. June 2. E.S.B. 57272/70/J.
*8s. Disconnecting Boxes. June 2. E.S.B. 57270/70/J.
*8s. Line Connectors and Shrouds. June 2. E.S.B. 57271/70/J.
TREASURY:
Hospital Trolleys, Sterilizers. June 4. E.S.B. 57279/70/J.
Rubber Gloves. June 11. E.S.B. 57281/70/J.
DEPARTMENT OF HEALTH:
*Radiation Protection Sheets. June 11. E.S.B. 57282/70/J.

MEXICO
Bulletin 84/70
MEXICAN FEDERAL ELECTRICITY COMMISSION:
*High Pressure Pipes. Closing date postponed to May 26. (Further Information.) E.S.B. 55655/70/J.
Bulletin 86/70
*92s. Crane Bridge. May 25. E.S.B. 57061/70/J.
*16s. (In Spanish.) Insulators. May 25. E.S.B. 57134/70/J.
*Steam/Water Separators and Equipment. May 27. E.S.B. 57131/70/J.

MOZAMBIQUE
Bulletin 84/70
PORTS, RAILWAYS AND TRANSPORT DEPARTMENT:
*Illuminations for Railway Yards and Mineral Deposits. Closing date postponed to June 1. (Further Information.) E.S.B. 54276/70/J.
Bulletin 85/70
Lightning Arresters, Electrical Equipment. June 29. E.S.B. 57118/70/J.

*(Continued on next page)*

**Robert Hough**

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Tubes, Superheating Elements, Ejectors, Stone Materials. June 29. E.S.B. 57119/70/J.
Electrical Equipment. Crane Spare Parts. May 25. E.S.B. 57122/70/J.
Steel. May 25. E.S.B. 57125/70/J.
Steel Plate. May 25. E.S.B. 57124/70/J.
Tyre Pressure Measuring and Filling Apparatus. May 29. E.S.B. 57158/70/J.

Bulletin 86/70
Drills. May 27. E.S.B. 57126/70/J.
Electrical Equipment, Batteries, Steel. Tubes, Hoses, Washers. June 29. E.S.B. 57120/70/J.

### NEW ZEALAND

Bulletin 83/70
MINISTRY OF WORKS:
*4s. Towels. June 3. E.S.B. 56936/70/J.

Bulletin 85/70
NEW ZEALAND ELECTRICITY DEPARTMENT:
Erection of Ash and Dust Handling Plant. August 4. 57014/70/J.

Bulletin 86/70
POST OFFICE HEADQUARTERS:
*4s. Ledger Paper. June 2. E.S.B. 57144/70/J.

### PAKISTAN

Bulletin 83/70
WATER AND POWER DEVELOPMENT AUTHORITY:
Cable. (Further Information.) E.S.B. 56387/70/J.
NATIONAL GAS FERTILIZER FACTORY:
*16s. Fire Bricks, Mortars, Boards, Pipe Covering. May 25. E.S.B. 56942/70/J.

Bulletin 85/70
DIRECTORATE OF SUPPLY:
*10s. Furnace, Press, Composing Machine, Imposing Stone. May 25. E.S.B. 57168/70/J.
PAKISTAN TELEGRAPH AND TELEPHONE DEPARTMENT:
*39s. Radio Networks. July 10, E.S.B. 57161/70/J.

Bulletin 86/70
DIRECTORATE OF SUPPLY:
*9s. Air Conditioning. May 26. E.S.B. 57164/70/J.
PAKISTAN TELEGRAPH AND TELEPHONE DEPARTMENT:
Co-axial Cable System. August 3. E.S.B. 57160/70/J.
Radio Communication Equipment. August 10. E.S.B. 57162/70/J.

### PANAMA

Bulletin 82/70
IRHE:
Construction of Civil Works for Hydroelectric Project. June 26. E.S.B. 56781/70/J.

### PORTUGAL

Bulletin 86/70
JUNTA AUTONIMA DE ESTRADAS:
Construction of Motorways. September 1. E.S.B. 57171/70/J.

### SAUDI ARABIA

Bulletin 85/70
RIYADH MODEL INSTITUTE:
Laboratory Equipment and Furniture. July 3. E.S.B. 57023/70/J.
ARABIAN OIL CO. LTD.:
Cables. June 10. E.S.B. 57025/70/J.
Hoses. June 10. E.S.B. 57073/70/J.
CAPITAL PILOT INSTITUTE:
Laboratory Equipment. July 3. E.S.B. 57183/70/J.

Bulletin 86/70
MINISTRY OF COMMUNICATIONS:
Road Rollers. June 8. E.S.B. 57024/70/J.

### SINGAPORE, REPUBLIC OF

Bulletin 84/70
MINISTRY OF INTERIOR AND DEFENCE:
Cloth. May 25. E.S.B. 57154/70/J.
Towels. May 25. E.S.B. 57153/70/J.
*18s. Hot Plates. June 2. E.S.B. 56932/70/J.

### SOUTH AFRICA

Bulletin 83/70
CAPE PROVINCIAL TENDER BOARD:
*6s. Hand Tools. May 26. E.S.B. 56963/70/J.
*24s. Hospital Steel Furniture. May 26. E.S.B. 56891/70/J.
*4s. Penholders and Stapling Machines. May 26. E.S.B. 56881/70/J.

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Projectors. May 29. E.S.B. 56965/70/J.
STATE TENDER BOARD:
Convulsive Therapy and Cerebral Stimulators. May 27. E.S.B. 57203/70/J.

Bulletin 85/70
*7s. Transformers. June 4. E.S.B. 57204/70/J.

Bulletin 86/70
*16s. Valves. June 4. E.S.B. 57167/70/J.
*10s. Lathes. June 4. E.S.B. 57206/70/J.
*7s. Air Cylinders; Valves. June 4. E.S.B. 57208/70/J.
*11s. Sluices. June 4. E.S.B. 57209/70/J.
*6s. Drills. June 4. E.S.B. 57210/70/J.
*7s. Shaping Machine. June 4. E.S.B. 57205/70/J.

### SPAIN

Bulletin 82/70
MINISTERIO DEL AIRE:
Airfield Construction. June 12. E.S.B. 56827/70/J.

### SUDAN

Bulletin 84/70
MINISTRY OF CO-OPERATION AND RURAL DEVELOPMENT:
*9s. Pump Rods. May 27. E.S.B. 57040/70/J.
*10s. Drilling Tools and Accessories. May 30. E.S.B. 57078/70/J.

Bulletin 85/70
CENTRAL ELECTRICITY AND WATER CORPORATION:
*4s. Switch Board. June 3. E.S.B. 57079/70/J.
*3s. Fans. June 4. E.S.B. 57080/70/J.
MINISTRY OF CO-OPERATION AND RURAL DEVELOPMENT:
*10s. Mud Testing Kits. May 27. E.S.B. 57077/70/J.
*13s. Steel Casing. May 27. E.S.B. 57076/70/J.

Bulletin 86/70
MINISTRY OF CO-OPERATION AND RURAL DEVELOPMENT:
*9s. Wire Rope. June 1. E.S.B. 57041/70/J.
*8s. Rising Mains. May 27. E.S.B. 57039/70/J.
SURVEY DEPARTMENT:
Offset Paper. June 9. E.S.B. 57094/70/J.

### SYRIAN ARAB REPUBLIC

Bulletin 82/70
SPINNING AND WEAVING INDUSTRIES CORPORTATION:
Air Conditioning Sets. July 1. E.S.B. 56766/70/J.
NATIONAL RUBBER PRODUCTS CORPORATION:
Shoemaking Machinery. June 8. E.S.B. 56765/70/J.
SOUTHERN ZONE ELECTRICITY DIRECTORATE:
Addressograph Plate Making Machine. June 3. E.S.B. 56825/70/J.

Bulletin 85/70
GENERAL PETROLEUM COMPANY:
Laboratory Instruments and Materials. June 16. E.S.B. E.S.B. 57157/70/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Chlorine Sterilizers. May 30. E.S.B. 57181/70/J.
PLASTIC PRODUCTS CO. LTD.:
Plastics Machinery. June 10. E.S.B. 57180/70/J.

Bulletin 86/70
Pump. June 20. E.S.B. 57156/70/J.
DIRECTION GENERALE DE L'ADMINISTRATION MONOPOLE DES TABACS:
*Tobacco. May 27. E.S.B. 57367/70/J.

### TAIWAN

Bulletin 83/70
CENTRAL TRUST OF CHINA:
*2s. Shear Machine. May 29. E.S.B. 56967/70/J.

Bulletin 84/70
*2s. Chemicals and Paper. May 29. E.S.B. 56968/70/J.
*2s. V-Belts. May 27. E.S.B. 56977/70/J.
*12s. Centrifugal Pumps. May 26. E.S.B. 57046/70/J.
*9s. Telephone Equipment. May 28. E.S.B. 57000/70/J.
*2s. Arc Welder. May 29. E.S.B. 56999/70/J.
*2s. Transmitters and Receivers. May 27. E.S.B. 57022/70/J.
*2s. Electrical Measuring Instruments. May 27. E.S.B. 57044/70/J.
*2s. Lathe. May 29. E.S.B. 56971/70/J.
*1s. Steel Plates. May 27. E.S.B. 56987/70/J.
*4s. Spectrophotometer. May 28. E.S.B. 56978/70/J.
*5s. Pulse Generator DC Power Supply. May 27. E.S.B. 56988/70/J.
*2s. Solenoid Valves Temperature Transmitter. May 27. E.S.B. 56986/70/J.
*1s. Cycle Counter. May 28. E.S.B. 56972/70/J.
*1s. Pipes, Welding Rods. May 27. E.S.B. 57031/70/J.
*2s. Radio and Element. May 29. E.S.B. 57074/70/J.
*3s. Truck. May 28. E.S.B. 56973/70/J.
*3s. Inspection Apparatus. May 26. E.S.B. 57045/70/J.
*1s. Welding Rods. May 26. E.S.B. 57021/70/J.

Bulletin 85/70
*2s. Rubber Fenders. May 25. E.S.B. 57033/70/J.
*4s. Balance, Vibrator, Electronic Counter. May 25. E.S.B. 57034/70/J.
*7s. Heat Exchangers. June 19. E.S.B. 57091/70/J.
*3s. Platinum Wire Gauze. June 19. E.S.B. 57093/70/J.
*2s. Solvents. June 1. E.S.B. 56997/70/J.
*2s. Megohm Meter. May 29. E.S.B. 57075/70/J.
*6s. Vehicles. June 22. E.S.B. 56993/70/J.
*23s. Telecommunication Equipment. June 16. E.S.B. 56982/70/J.
*11s. Sugar Cane Equipment. June 19. E.S.B. 56991/70/J.
*5s. Diesel Truck with Crane. June 16. E.S.B. 56984/70/J.
*36s. Transformers, Tractor Truck. June 19. E.S.B. 57092/70/J.
*3s. Lowbed Semi Trailers. June 24. E.S.B. 56995/70/J.
*4s. Pumps, Spraying Appliances. June 23. E.S.B. 56994/70/J.
*6s. Thyristor Type Rectifier. June 16. E.S.B. 56985/70/J.
*6s. Jacks. June 1. E.S.B. 56996/70/J.
*14s. Gas Compressor. June 17. E.S.B. 56976/70/J.
*15s. Elevator. June 18. E.S.B. 56981/70/J.

Bulletin 86/70
*8s. Pumps. June 19. E.S.B. 56974/70/J.
*10s. Aircraft Refueller. June 16. E.S.B. 56983/70/J.
*5s. High Speed Copying Lathes. June 22. E.S.B. 56992/70/J.
*35s. Railway Wagons. June 22. E.S.B. 56980/70/J.
*2s. Strain Gauge Unit. May 25. E.S.B. 57035/70/J.

### TANZANIA

Bulletin 84/70
CENTRAL TENDER BOARD:
Electrodes. May 29. E.S.B. 57068/70/J.
Soap (Laundry). May 29. E.S.B. 57067/70/J.
Soap (Toilet). May 29. E.S.B. 57066/70/J.
Cement. May 29. E.S.B. 57065/70/J.

Bulletin 85/70
Chemicals. May 29. E.S.B. 57064/70/J.

### THAILAND

Bulletin 82/70
DIRECTORATE OF AIR ENGINEERING:
*2s. Steel Tubing. May 28. E.S.B. 56846/70/J.
STATE RAILWAY OF THAILAND:
*1s. Electrical Supplies. May 20. E.S.B. 56851/70/J.

Bulletin 84/70
Calcium Carbide. May 28. E.S.B. 57053/70/J.
Steel Bars. May 25. E.S.B. 57050/70/J.
Pipes. May 28. E.S.B. 57052/70/J.
Coach Screws. May 27. E.S.B. 57051/70/J.

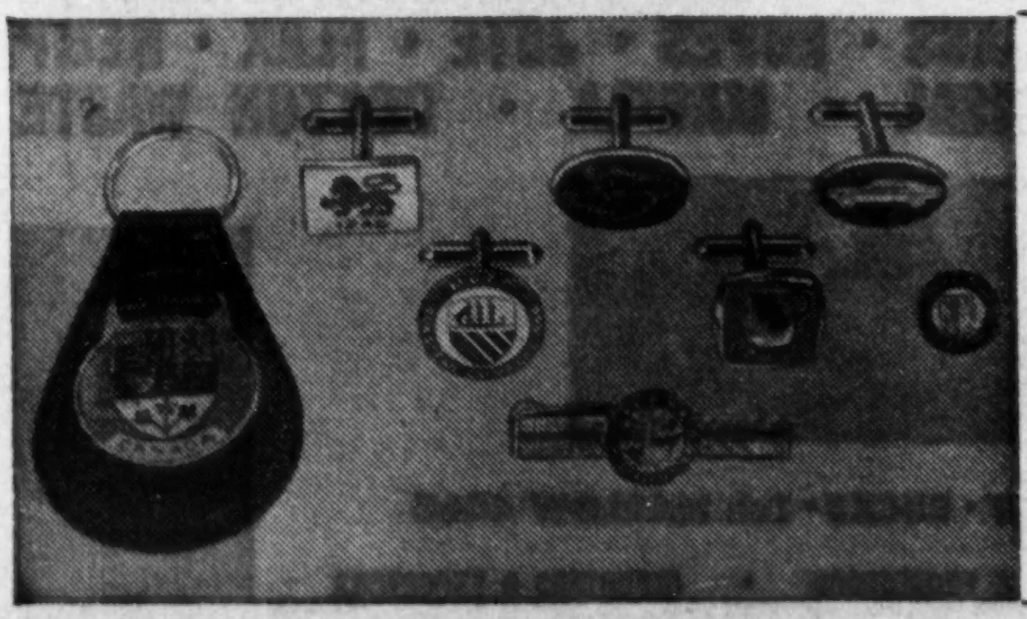
Bulletin 86/70
Ballast Tamper. June 4. E.S.B. 57347/70/J.
ROYAL IRRIGATION DEPARTMENT:
*16s. Workshop Machinery and Equipment. June 5. E.S.B. 57243/70/J.

### TUNISIA

Bulletin 85/70
LA SOCIETE TUNISIENNE D'ELECTRICITE ET DE GAZ:
*53s. (In French.) Gas Compression and Treatment Plants; Generator. (Pre-Qualification.) E.S.B. 57251/70/J.

### TURKEY

Bulletin 84/70
STATE RAILWAY ADMINISTRATION:
*26s. Crane. May 29. E.S.B. 57150/70/J.
TURKISH RED CRESCENT ASSOCIATION:
*15s. Blood Grouping Reagent. May 25. E.S.B. 57149/70/J.



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**Bulletin 85/70**
STATE RAILWAY ADMINISTRATION:
*31s. Transformer and Power Station Equipment. June 19. E.S.B. 57179/70/J.

**Bulletin 86/70**
LAND FORCES COMMAND:
*9s. Steam Cleaners. June 1. E.S.B. 57187/70/1.
PETROL OFFICE:
*6s. Laboratory Instruments. June 15. E.S.B. 57182/70/J.

**Bulletin 86/70**
POST-TELEGRAPH TELEPHONES ADMINISTRATION:
*15s. Plastic Injection Moulding Machine. June 30. E.S.B. 57232/70/J.
MINISTRY OF EDUCATION:
*92s. Photo-Film Radio Equipment and Supplies. June 8. E.S.B. 57199/70/J.

## UNITED ARAB REPUBLIC (EGYPT)

**Bulletin 84/70**
EGYPTIAN RAILWAYS:
*14s. Thermocouple with Ceramic Protective Tube. (Further Information.) E.S.B. 56587/70/J.

**Bulletin 86/70**
*17s. Copper, Phosphor Copper and Tin Ingots. June 9. E.S.B. 57130/70/J.

## UNITED STATES OF AMERICA

**Bulletin 83/70**
DEPARTMENT OF THE INTERIOR:
*137s. Circuit Breakers. May 27. E.S.B. 56931/70/J.
*Wheel Mounted Gates. May 26. (Further Information.) E.S.B. 54226/70/J.
Hydraulic Gate Hoists. May 26. (Further Information.) E.S.B. 54227/70/J.

## URUGUAY

**Bulletin 84/70**
USINAS ELECTRICAS Y LOS TELEFONOS DEL ESTADO:
*22s. Generators. (Further Information.) E.S.B. 52732/70/J.
MINISTERIO DE TRANSPORTE COMUNICACIONES Y TURISMO:
*10s. (In Spanish.) Transmitter/Receiver. May 29. E.S.B. 57147/70/J.

## YUGOSLAVIA

**Bulletin 82/70**
TEKIG-INVEST:
*1s. Textile Testing Equipment. July 16. E.S.B. 56917/70/J.
*1s. Skin Processing Equipment. July 16. E.S.B. 56911/70/J.
*1s. Carpet Production Equipment. July 16. E.S.B. 56912/70/J.
INVEST-IMPORT:
*16s. Paper and Pulp Processing Machinery. July 16. E.S.B. 56913/70/J.
SIBIKA, SEKTOR ZOR INVESTICIJE GOSTIVAR:
*1s. Refractory Production Equipment. July 16. E.S.B. 56916/70/J.
GRADEVINSKO PREDUZECE 'HIDISTEHNIKA':
*1s. Vehicles, Cranes. (Closing Date Not Stated.) E.S.B. 56915/70/J.
STEKLARNA (GLASS FACTORY):
*1s. Hydraulic Press; Cooling Chamber. July 16. E.S.B. 56875/70/J.
CHROMOS:
*1s. Corrugated Paper Producing Equipment. July 16. E.S.B. 56872/70/J.
AGROINDUSTRIJA; EXPORT-IMPORT:
*1s. Construction of Maize Mill. July 16. E.S.B. 56854/70/J.
ELECTROMETAL; EXPORT, IMPORT:
*1s. Teleprinters. July 16. E.S.B. 56871/70/J.
MASINO IMPEX:
*1s. Air Conditioning Equipment. July 16. 56914/70/J.

**Bulletin 83/70**
GRAFOIMPEX:
*1s. Printing Equipment. July 16. E.S.B. 56874/70/J.
METALKA:
*2s. Lifts; Kitchen Equipment; Laundry Equipment; Chemical Cleaning Machine. July 16. E.S.B. 56873/70/J.

## ZAMBIA

**Bulletin 85/70**
CENTRAL SUPPLY AND TENDER BOARD:
*4s. Surgeons Gloves. June 19. E.S.B. 57070/70/J.

**Bulletin 86/70**
LUSAKA CITY COUNCIL:
Construction of Water Supply Scheme. July 31. E.S.B. 57184/70/J.
*3s. Dicophane (DDT) Powder. June 19. E.S.B. 57069/70/J.

# *Opportunities for exporters—Agency inquiries, market reports, etc.*

## ABU DHABI

**Bulletin 82/70**
Agency inquiry for wallpapers. E.S.B. 11584/70/J.

## AFARS AND ISSAS

**Bulletin 86/70**
Inquiry for rice; sugar; tea. E.S.B. 11482/70/J.

## ARGENTINA

**Bulletin 85/70**
Agency inquiry for marine equipment. E.S.B. 11808/70/J.

## AUSTRALIA

**Bulletin 83/70**
Agency inquiry for knitting machines. E.S.B. 9905/70/J.
Agency inquiry for chisels. E.S.B. 11876/70/J.
1s. Inquiry for spring snap clips; spring steel clips. E.S.B. 36407/69/J.
Inquiry for charts; desk requisites; office furniture; light fittings; line drawings; maps. E.S.B. 12069/70/J.

**Bulletin 86/70**
Inquiry for domestic plasticware. E.S.B. 10788/70/J.
Inquiry for chemicals. E.S.B. 12272/70/J.
Agency inquiry for furniture hardware; surface coatings and adhesives. E.S.B. 11547/70/J.

## AUSTRALIA - WAIVER OF BRITISH PREFERENCE

**Bulletin 82/70**
4s. Inquiry for fence post peeling machine. E.S.B. M/31/70/J.

**Bulletin 83/70**
35s. Inquiry for distance impedance relays. E.S.B. A/21/70/J.

**Bulletin 84/70**
Inquiry for crystal urea. E.S.B. S/56/70/J.

**Bulletin 86/70**
3s. Inquiry for adhesive bonding machine. E.S.B. S/58/70/J.

## AUSTRIA

**Bulletin 82/70**
Agency inquiry for PTO adaptors. E.S.B. 11048/70/J.

**Bulletin 83/70**
Agency inquiry for electromedical equipment. E.S.B. 11765/70/J.

**Bulletin 84/70**
Agency inquiry for overcoats; skirts. E.S.B. 22574/69/J.

**Bulletin 85/70**
Agency inquiry for shirting fabrics. E.S.B. 42304/69/J.

**Bulletin 86/70**
Inquiry for steel sheet; steel tube. E.S.B. 9856/70/J.

## BAHAMAS

**Bulletin 83/70**
Agency inquiry for plaques. E.S.B. 4429/70/J.

**Bulletin 85/70**
Agency inquiry for decorating equipment; hardware and tools; oils; paint and painting equipment; varnishes. E.S.B. 10772/70/J.
Inquiry for textile fabrics. E.S.B. 6840/70/J.

## BARBADOS

**Bulletin 82/70**
Agency inquiry for cold rooms; gas ranges; ice makers' microwave cookers; refrigerators. E.S.B. 11544/70/J.

## BARBADOS, WINDWARD AND LEEWARD ISLANDS

**Bulletin 84/70**
Agency inquiry for fabrics. E.S.B. 8534/70/J.

**Bulletin 85/70**
Inquiry for furniture; furniture fittings. E.S.B. 16198/69/J.

## BELGIUM

**Bulletin 82/70**
Inquiry for rubber impregnated mousseline. E.S.B. 11733/70/J.

**Bulletin 83/70**
Inquiry for isoprene. E.S.B. 11801/70/J.

**Bulletin 85/70**
Agency inquiry for air conditioning installation; confectionery; domestic electrical appliances. E.S.B. 11729/70/J.

**Bulletin 86/70**
Agency inquiry for filtration equipment; plastic swimming pools. E.S.B. 11768/70/J.

## BERLIN

**Bulletin 84/70**
Agency inquiry for electrical equipment. E.S.B. 11929/70/J.

**Bulletin 86/70**
Agency inquiry for electrical control equipment and accessories. E.S.B. 12030/70/J.
Agency inquiry for tweed fabrics. E.S.B. 12506/70/J.

## BOLIVIA

**Bulletin 86/70**
Inquiry for agricultural machinery; cotton processing equipment; ditch digging equipment; fork lift trucks; generators; gin mills; graders; irrigation equipment; veterinary items. E.S.B. 11236/70/J.

## BRAZIL

**Bulletin 83/70**
Inquiry for trawlers and trawler services. E.S.B. 11990/70/J.

**Bulletin 86/70**
Source of supply/manufacture under licence - cathode lamp production plant; cathode metal shells; electrodes; lamp production know-how. E.S.B. 11212/70/J.

## BURMA

**Bulletin 82/70**
Inquiry for concrete block-making machines. E.S.B. 11710/70/J.

## CANADA

**Bulletin 82/70**
Inquiry for women's sweaters. E.S.B. 11560/70/J.

**Bulletin 83/70**
Inquiry for abrasives; carbides; grinding wheels; heat treatment and normalizing equipment; pipe testing equipment; PVC slitting machine; sawblade blanks; welding wire and flux. E.S.B. 11613/70/J.
Inquiry for rubber. E.S.B. 11610/70/J.
Inquiry for reinforcing rods; wire mesh. E.S.B. 11180/70/J.

**Bulletin 84/70**
Inquiry for hat shapes. E.S.B. 13842/69/J.
Agency inquiry for woollen cloth. E.S.B. 9385/70/J.
Agency inquiry for blowers; compressors; process equipment; pumps; sewage treatment plants; valves. E.S.B. 11758/70/J.

**Bulletin 85/70**
Inquiry for geological equipment. E.S.B. 7979/70/J.
2s. Inquiry for hot-rolled steel strip. E.S.B. 9724/70/J.

**Bulletin 86/70**
Inquiry for floor coverings. E.S.B. 11784/70/J.
Agency/manufacture under licence - bathroom and kitchen equipment; scales. E.S.B. 10698/70/J.
Agency inquiry for paper production and finishing equipment. E.S.B. 10894/70/J.

*(Continued on next page)*

*Brief details are given here of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the* **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

*Orders for Bulletins (2s. each) and documents (the price of these varies - see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

**Note:** *An asterisk in the text indicates that documents may be borrowed.*

*All inquiries should be addressed to the Editor,* **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757 *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN Telegram. EXSERBRA.*

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## OPPORTUNITIES FOR EXPORTERS, *continued*

Inquiry for garden hand tools; portable sprayers. E.S.B. 5414/70/J.
Agency inquiry for horticultural equipment. E.S.B. 12114/70/J.
Inquiry for diesel engines. E.S.B. 12242/70/J.
Inquiry for water distillation equipment. E.S.B. 7979/70/J.

### CANARY ISLANDS

**Bulletin 86/70**
Agency inquiry for giftware; stationery items. E.S.B. 12332/70/J.

### CHILE

**Bulletin 86/70**
Agency inquiry for boring, grinding and planing machines; electrical equipment; electrical instruments; electronic instruments; lathes; milling cutters. E.S.B. 11874/70/J.

### COSTA RICA

**Bulletin 84/70**
Agency inquiry for wire. E.S.B. 9016/70/J.

### CYPRUS

**Bulletin 86/70**
Agency inquiry for ferrous and non-ferrous metals; nuts and bolts; perchlorethylene; pipes and fittings. E.S.B. 11660/70/J.

### DENMARK

**Bulletin 83/70**
Agency inquiry for packaging machinery. E.S.B. 11247/70/J.
Agency inquiry for adhesive paper and labels. E.S.B. 11978/70/J.

**Bulletin 86/70**
Agency inquiry for carpet. E.S.B. 12110/70/J.
Agency inquiry for additives; chemicals; grinding mills. E.S.B. 11126/70/J.

### DOMINICAN REPUBLIC

**Bulletin 83/70**
Inquiry for steel billets. E.S.B. 12207/70/J.

### DUBAI

**Bulletin 85/70**
Agency inquiry for cine projectors. E.S.B. 27204/69/J.
Inquiry for hand tools; machine tools; non-ferrous metals; nuts and bolts; paint and paint thinners; screws. E.S.B. 7986/70/J.

### FIJI

**Bulletin 82/70**
Agency inquiry for bubble gum; chewing gum. E.S.B. 40915/69/J.

**Bulletin 83/70**
Inquiry for sanitaryware. E.S.B. 12112/70/J.

**Bulletin 86/70**
Agency inquiry for groundnut oil. E.S.B. 31421/69/J.

### FINLAND

**Bulletin 82/70**
Agency inquiry for brushes; cosmetics; polishes and waxes; rubber gloves; soaps and bath preparations. E.S.B. 11383/70/J.
Agency inquiry for dresses; fabrics. E.S.B. 4982/70/J.

**Bulletin 86/70**
Inquiry for spindle bases for chairs; upholstery fabric. E.S.B. 5689/70/J.
Agency inquiry for glass fibre matting. E.S.B. 11936/70/J.
Agency inquiry for bottling machines; packaging machines. E.S.B. 12350/70/J.

### FRANCE

**Bulletin 82/70**
Inquiry for giftware; toys. E.S.B. 11327/70/J.

**Bulletin 83/70**
Agency/manufacture under licence – pleasure and fishing boats equipment; water and air pollution control equipment. E.S.B. 11616/70/J.
Inquiry for jacks. E.S.B. 12386/70/J.

**Bulletin 86/70**
Agency inquiry for biscuits; pullovers. E.S.B. 7055/70/J.

### GERMANY, FEDERAL REPUBLIC OF

**Bulletin 82/70**
Inquiry for electrical appliances; hand tools. E.S.B. 11637/70/J.
Inquiry for aluminium rods and wire; steel wire. E.S.B. 11468/70/J.
Agency inquiry for fabrics. E.S.B. 11839/70/J.

**Bulletin 83/70**
Inquiry for gift articles. E.S.B. 11590/70/J.
Agency inquiry for seals. E.S.B. 12042/70/J.
Inquiry for canned fruit and vegetables; wood veneers. E.S.B. 12003/70/J.
Inquiry for barbecues; garden tools and equipment. E.S.B. 12104/70/J.

**Bulletin 84/70**
Agency inquiry for woollen piece-goods. E.S.B. 52002/69/J.
Agency inquiry for chains; chain drives. E.S.B. 12064/70/J.
Agency inquiry for chemicals; ferro alloys. E.S.B. 12032/70/J.
Agency inquiry for bakery machinery. E.S.B. 12088/70/J.
Inquiry for non-ferrous metals. E.S.B. 9489/70/J.
Inquiry for building materials; wire building products; wire netting; window glass. E.S.B. 11739/70/J.
6s. Inquiry for flanges. E.S.B. 8171/70/J.

**Bulletin 85/70**
Agency inquiry for electro-cardiographs. E.S.B. 12098/70/J.
Inquiry for venison. E.S.B. 36987/69/J.
Agency inquiry for measuring equipment; protective coatings; materials. E.S.B. 12057/70/J.
Inquiry for office stationery and equipment. E.S.B. 12174/70/J.

**Bulletin 86/70**
Agency inquiry for cosmetics; non-pharmaceutical chemists' items; soaps. E.S.B. 12071/70/J.
Inquiry for brewery plant and equipment; dairy plant; food processing plant; soft-drink plant. E.S.B. 11838/70/J.
Inquiry for automobile spare parts and attachments. E.S.B. 12220/70/J.
Agency inquiry for alcoholic drinks; confectionery; groceries. E.S.B. 12147/70/J.
Inquiry for chain wheels; drilling and boring jigs; flanges; heat treatable steel; milling fixtures; spindles; swivel heads; V-belt pulleys and castings. E.S.B. 8080/70/J.
Agency inquiry for quarrying machinery and equipment. E.S.B. 11810/70/J.
Agency inquiry for chemicals; glucose. E.S.B. 11930/70/J.
Inquiry for refractory materials. E.S.B. 12171/70/J.
Agency inquiry for plastics machinery. E.S.B. 11644/70/J.
Agency inquiry for children's coats. E.S.B. 12150/70/J.
1s. Inquiry for screws. E.S.B. 12111/70/J.
Agency inquiry for gloves; jersey wear; knitwear. E.S.B. 12240/70/J.
Agency inquiry for alarm systems; automatic telephone dialling devices; intercommunications systems. E.S.B. 10151/70/J.
Agency inquiry for chinaware. E.S.B. 12181/70/J.
Agency inquiry for anti-corrosion material; insulation material; refractory stone; steel sheets; tube. E.S.B. 12094/70/J.

### GREECE

**Bulletin 82/70**
Inquiry for bathroom fittings; bidet fittings; cutlery; indicator lamps; electric range fittings; iron-tube fittings; refrigerator fittings; wall faucets. E.S.B. 11064/70/J.

**Bulletin 83/70**
Agency inquiry for disposable underwear; hair dryers; irons; radios; stereo players; tape recorders. E.S.B. 11257/70/J.

**Bulletin 84/70**
Source of supply/joint venture – smelting plant; stamping machine; tool production know-how. E.S.B. 11656/70/J.

**Bulletin 85/70**
Agency inquiry for door frames; door furniture; doors; flooring; glass; wiring accessories. E.S.B. 7735/70/J.

**Bulletin 86/70**
Agency inquiry for marine engines; paints; water sport equipment. E.S.B. 11734/70/J.
Agency inquiry for fabrics; piece-goods. E.S.B. 12342/70/J.
Agency inquiry for iron grit. E.S.B. 8442/70/J.

### GUATEMALA

**Bulletin 84/70**
Agency inquiry for fabrics; yarns. E.S.B. 12056/70/J.

### HONDURAS, REPUBLIC OF

**Bulletin 86/70**
Inquiry for toys. E.S.B. 12414/70/J.

### HONG KONG

**Bulletin 84/70**
Inquiry for children's wear. E.S.B. 9246/70/J.

**Bulletin 85/70**
Inquiry for clothing. E.S.B. 12177/70/J.

**Bulletin 86/70**
Agency inquiry for children's dresses; footwear; infants' socks and underwear; neckties; scarves. E.S.B. 12206/70/J.

### ICELAND

**Bulletin 84/70**
Inquiry for motor vehicle supercharger kits. E.S.B. 12002/70/J.

### INDIA

**Bulletin 82/70**
Technical know-how: insulated transportable huts. E.S.B. 11659/70/J.
Inquiry for steel; titanium. E.S.B. 3668/70/J.
Inquiry for glucose and dextrose production machinery and equipment. E.S.B. 11973/70/J.

**Bulletin 83/70**
Joint venture/know-how – tyre and tube manufacturing plant. E.S.B. 23455/69/J.
Inquiry for steel. E.S.B. 12143/70/J.

**Bulletin 85/70**
Inquiry for copper; tin; zinc. E.S.B. 12338/70/J.
Inquiry for bimetal bearings and bushes manufacturing plant. E.S.B. 11224/70/J.

**Bulletin 86/70**
1s. Inquiry for steel rolling mill. E.S.B. 11943/70/J.
Source of supply/technical know-how – hydraulic jack manufacturing equipment. E.S.B. 12113/70/J.
Inquiry for die boring, lapping and polishing machines; microscopes. E.S.B. 12295/70/J.

### IRAN

**ulletin 85/70**
Agency inquiry for agricultural machinery; asbestos products; earth-moving equipment. E.S.B. 48657/69/J.

### IRISH REPUBLIC

**Bulletin 82/70**
Inquiry for advertising novelties; pottery; glassware; plastic articles. E.S.B. 12022/70/J.
Agency inquiry for children's outerwear; knitwear; infants' pants. E.S.B. 11797/70/J.

### ISRAEL

**Bulletin 82/70**
Agency inquiry for foundry materials; pig iron. E.S.B. 11715/70/J.

**Bulletin 83/70**
Agency inquiry for acids; ferrous and non-ferrous metals; mirrors; wire. E.S.B. 10446/70/J.

**Bulletin 85/70**
Inquiry for steel tanks. E.S.B. 12343/70/J.

### ITALY

**Bulletin 82/70**
Manufacture under licence – metallurgical industry equipment; water treatment plant and components. E.S.B. 11686/70/J.
Inquiry for tin cannister lid, seaming and sealing machinery; tinplate oddments. E.S.B. 11867/70/J.
Agency inquiry for toys. E.S.B. 11675/70/J.

**Bulletin 83/70**
Inquiry for river water purifying plant. E.S.B. 6552/70/J.
Agency inquiry for carpets. E.S.B. 11711/70/J.

**Bulletin 84/70**
Inquiry for fabrics. E.S.B. 12121/70/J.
Inquiry for rubber household gloves. E.S.B. 12133/70/J.
Agency inquiry for chinaware; cutlery; hotel kitchen units; trolley trays. E.S.B. 11676/70/J.

**Bulletin 85/70**
5s. Inquiry for coil winding machines; galvanizing plant; machine tools; testing equipment; varnishing plant; welding plant. E.S.B. 12116/70/J.
Inquiry for blended whisky. E.S.B. 46676/69/J.

**Bulletin 86/70**
Agency inquiry for circuit breakers. E.S.B. 12252/70/J.
Inquiry for iron and steel castings. E.S.B. 10612/70/J.

### JAMAICA

**Bulletin 86/70**
Agency inquiry for plumbing fixtures. E.S.B. 11720/70/J.
Agency inquiry for gasket and gasket sets; nuts and bolts. E.S.B. 12296/70/J.

### JAPAN

**Bulletin 83/70**
Import controls and procedures. E.S.B. 37924/69/J.

**Bulletin 86/70**
Agency inquiry for refrigerators. E.S.B. 12128/70/J.

### KENYA

**Bulletin 82/70**
Agency inquiry for food mixers; juice extractors; public address systems; television equipment. E.S.B. 11543/70/J.

**Bulletin 84/70**
Inquiry for gas filling machine for cigarette lighters – further information. E.S.B. 10810/70/J.
Inquiry for vegetable processing machinery. E.S.B. 11880/70/J.

**Bulletin 85/70**
Agency inquiry for fabrics. E.S.B. 9104/70/J.

**Bulletin 86/70**
Inquiry for joints; pipes and rubber rings. E.S.B. 8665/70/J.

**BLUEMEL TRANSLATIONS & CO.**

**We undertake ALL languages in any subject, such as engineering, chemistry, etc., or simply general correspondence.**

*Please write for further details, or merely send texts for quotation to the address below.*

**BLUEMEL TRANSLATIONS & CO. (General Correspondence Dept.) P.O. Box 8c, CHATHAM, KENT**

Inquiry for production plant and machinery for brake linings; cashew nut shell liquid (csl); gaskets; insulating tape; stationery and surgical equipment. E.S.B. 7975/70/J.

**KUWAIT**

**Bulletin 82/70**

Agency inquiry for chemicals; cranes; generators; transformers. E.S.B. 11789/70/J.

Regulations concerning boric acid; anagestone acetate and food additives. E.S.B. 1209/G/J.

Inquiry for lens polishing machine. E.S.B. 11807/70/J.

Agency inquiry for cigars and cigarillos; clothing; handkerchiefs; perfume; shoes; towels. E.S.B. 10998/70/J.

**Bulletin 83/70**

Agency inquiry for clothing; fabrics; footwear. E.S.B. 11989/70/J.

Agency inquiry for car paints; polishes; waxes. E.S.B. 11788/70/J.

Agency inquiry for galvanized pipes and sheets; steel plates. E.S.B. 3913/70/J.

**Bulletin 85/70**

Agency inquiry for blankets; building materials; carpets; electric wires and fittings; foodstuffs; linseed oil; motor cycles, bicycles and accessories; paints; sanitaryware and fittings; supermarket items; textiles; turpentine. E.S.B. 7563/70/J.

Agency inquiry for linoleum rolls. E.S.B. 9052/70/J.

**LEBANON**

**Bulletin 84/70**

Agency inquiry for underwear. E.S.B. 43359/69/J.

**Bulletin 85/70**

Inquiry for paper; paper converting machines. E.S.B. 12360/70/J.

Agency inquiry for baby pants; fire-fighting devices; photocopiers. E.S.B. 47706/69/J.

**Bulletin 86/70**

Inquiry for shirt and trouser materials; whisky. E.S.B. 12316/69/J.

Inquiry for mats; rubber products. E.S.B. 12100/70/J.

**LIBYAN ARAB REPUBLIC**

**Bulletin 84/70**

Inquiry for ice cream manufacturing plant. E.S.B. 12129/70/J.

**MALAWI**

**Bulletin 83/70**

Inquiry for edge trimmings; fabrics; furniture springs; wooden legs. E.S.B. 12259/70/J.

**MALAYSIA**

**Bulletin 82/70**

Joint venture/agency – door locks; paint brush factory. E.S.B. 11480/70/J.

**Bulletin 83/70**

Inquiry for melamine manufacturing plant; capacitor and starter manufacturing plant. E.S.B. 10996/70/J.

**Bulletin 86/70**

Agency inquiry for motor accessories. E.S.B. 11803/70/J.

**MALTA**

**Bulletin 82/70**

Agency inquiry for paper. E.S.B. 11638/70/J.

**Bulletin 84/70**

Inquiry for furniture fittings; hydraulic presses. E.S.B. 12263/70/J.

**Bulletin 85/70**

Inquiry for can cooling machinery; can fitting machinery; can seaming machinery; peeling machinery. E.S.B. 11134/70/J.

**NETHERLANDS**

**Bulletin 82/70**

Agency inquiry for drink processing equipment; filter and filter presses; food processing equipment; margarine production plant and equipment; pneumatically operated valves. E.S.B. 11805/70/J.

Inquiry for boilers; contractors' plant; forklift trucks; rollers; vibrating equipment. E.S.B. 11709/70/J.

**Bulletin 83/70**

Agency inquiry for printing equipment. E.S.B. 11241/70/J.

**Bulletin 84/70**

5s. Agency inquiry for phenolic compounds. E.S.B. 11890/70/J.

**Bulletin 85/70**

Agency inquiry for rescue application powered tools; rescue lifting apparatus; safety equipment. E.S.B. 11542/70/J.

**Bulletin 86/70**

Agency inquiry for hand tools; marine paints. E.S.B. 11977/70/J.

Agency inquiry for compressor installations; compressors. E.S.B. 12059/70/J.

Agency inquiry for electronic instruments and components. E.S.B. 12301/70/J.

Inquiry for dresses. E.S.B. 12457/70/J.

**NEW ZEALAND**

**Bulletin 82/70**

Agency/manufacture under licence – conversion units; gas producing plants; industrial furnaces; oil and gas burners. E.S.B. 11585/70/J.

**Bulletin 85/70**

Inquiry for cotton polishing machine. E.S.B. 12314/70/J.

**NIGERIA**

**Bulletin 82/70**

Agency inquiry for calendars. E.S.B. 33837/69/J.

**Bulletin 83/70**

Inquiry for basting spoons; handbags. E.S.B. 27368/69/J.

**NORWAY**

**Bulletin 83/70**

Inquiry for exhaust hose. E.S.B. 12155/70/J.

Inquiry for dental equipment and supplies. E.S.B. 11708/70/J.

Agency inquiry for giftware. E.S.B. 3828/70/J.

**Bulletin 86/70**

2s. Agency inquiry for bricks; refractory fireclay and bricks. E.S.B. 12065/70/J.

Agency inquiry for dresses; nightwear; underwear; women's coats. E.S.B. 1804/70/J.

Market report – educational buying in Norway. E.S.B. 748/70/J.

**PHILIPPINES, REPUBLIC OF**

**Bulletin 82/70**

Inquiry for plastic industry machinery. E.S.B. 11535/70/J.

**POLAND**

**Bulletin 84/70**

Inquiry for rubber injection moulding machines. E.S.B. 12712/69/J.

**PORTUGAL**

**Bulletin 84/70**

Inquiry for desalination equipment. E.S.B. 5564/G/J.

**QATAR**

**Bulletin 83/70**

Inquiry for building materials; contractors' plant; electrical appliances; prefabricated building systems. E.S.B. 11942/70/J.

**Bulletin 84/70**

Inquiry for cement dyes. E.S.B. 9942/70/J.

**Bulletin 85/70**

Agency inquiry for air conditioners; electric irons; washing-up machines; domestic water pump. E.S.B. 11259/70/J.

**SAUDI ARABIA**

**Bulletin 82/70**

Agency inquiry for wallpaper. E.S.B. 11802/70/J.

**SINGAPORE, REPUBLIC OF**

**Bulletin 82/70**

Agency inquiry for lathes; suiting fabrics. E.S.B. 52109/69/J.

**Bulletin 83/70**

Agency inquiry for bathroom accessories; copper tubing; plumbers' fittings; sanitaryware; stoneware pipes. E.S.B. 11993/69/J.

**Bulletin 84/70**

Agency inquiry for automotive spare parts and accessories. E.S.B. 11689/70/J.

Agency inquiry for braids; elastic cloth and webbings; foam rubber; laces. E.S.B. 11502/70/J.

Inquiry for health equipment; health foods. E.S.B. 11588/70/J.

**Bulletin 85/70**

Agency inquiry for automotive parts and accessories; bearings; diesel engine parts and spares. E.S.B. 15849/69/J.

**SOUTH AFRICA**

**Bulletin 82/70**

Agency inquiry for shoe manufacturing materials. E.S.B. 4456/70/J.

**Bulletin 83/70**

Agency inquiry for valves and fittings. E.S.B. 11726/70/J.

**Bulletin 84/70**

Inquiry for dictating machines. E.S.B. 12198/70/J.

**SPAIN**

**Bulletin 83/70**

Inquiry for animal food supplements. E.S.B. 40879/69/J.

**Bulletin 85/70**

Manufacture under licence – packaging and plastic containers machinery. E.S.B. 11648/70/J.

**SWEDEN**

**Bulletin 82/70**

Inquiry for spring clips. E.S.B. 11450/70/J.

**Bulletin 83/70**

Agency inquiry for paper bobbins. E.S.B. 11779/70/J.

**Bulletin 84/70**

Agency inquiry for tufted carpets. E.S.B. 3292/70/J.

**Bulletin 86/70**

Agency inquiry for carpets. E.S.B. 12178/70/J.

Agency inquiry for sports goods. E.S.B. 1341/70/J.

Agency inquiry for corrugated sheeting. E.S.B. 2000 70/J.

**SWITZERLAND**

**Bulletin 82/70**

Inquiry for carpeting. E.S.B. 11783/70/J.

Inquiry for iron sulphate compound. E.S.B. 11897/70/J.

Agency inquiry for do-it-yourself items; hand tools. E.S.B. 11428/70/J.

**Bulletin 83/70**

Manufacture under licence – concrete mixing and application equipment. E.S.B. 11928/70/J.

Agency inquiry for drives, gears, servo equipment, variators. E.S.B. 3138/70/J.

Inquiry for scissors; needles. E.S.B. 12161/70/J.

Agency inquiry for clothing. E.S.B. 38133/69/J.

**Bulletin 85/70**

Agency inquiry for knitwear. E.S.B. 12205/70/J.

Inquiry for hosiery. E.S.B. 12236/70/J.

**Bulletin 86/70**

Inquiry for cutlery; earthenware; pewterware; sterling silver; tableware. E.S.B. 12141/70/J.

Inquiry for lead shot. E.S.B. 12226/70/J.

Inquiry for control machinery; food processing and packaging machinery; heavy engineering machinery; plastic processing equipment. E.S.B. 12162/70/J.

**SWITZERLAND/FRANCE**

**Bulletin 86/70**

Agency inquiry for magnetoscopes; TV cameras and system modules; video tape recorders. E.S.B. 11534/70/J.

**SWITZERLAND/GERMANY/AUSTRIA**

**Bulletin 86/70**

Agency inquiry for textile machinery. E.S.B. 12284/70/J.

**SYRIAN ARAB REPUBLIC/UNITED ARAB REPUBLIC**

**Bulletin 83/70**

1s. Inquiry for grain silos project. E.S.B. 11722/70/J.

**THAILAND**

**Bulletin 83/70**

Inquiry for tractor blades. E.S.B. 10596/70/J.

**TUNISIA**

**Bulletin 82/70**

Inquiry for clips; PVC rivets. E.S.B. 11469/70/J.

**TURKEY**

**Bulletin 82/70**

Inquiry for auxiliary vessels; helicopter; fish flour production plant; refrigerated containers; refrigerated trucks. E.S.B. 11663/70/J.

**Bulletin 85/70**

Inquiry for oil control carburettors. E.S.B. 10800/70/J.

**UGANDA**

**Bulletin 82/70**

Inquiry for radio components. E.S.B. 6103/70/J.

**Bulletin 83/70**

5s. Inquiry for steel products. E.S.B. 9689/70/J.

**Bulletin 87/70**

Agency inquiry for textile fabrics. E.S.B. 8496/70/J.

**UNITED ARAB REPUBLIC (EGYPT)**

**Bulletin 85/70**

2s. Inquiry for control laboratory equipment; tannery machinery. E.S.B. 12376/70/J.

**UNITED STATES OF AMERICA**

**Bulletin 82/70**

Inquiry for steel sheets; zinc. E.S.B. 10026/70/J.

Inquiry for woollen piece-goods. E.S.B. 11910/70/J.

**Bulletin 83/70**

Inquiry for nails; staples; steel bars; wire; wire mesh fabric. E.S.B. 12238/70/J.

Inquiry for fish products. E.S.B. 12257/70/J.

Inquiry for bolts and nuts; wedges. E.S.B. 2304/70/J.

Inquiry for telephone plug assemblies. E.S.B. 10326/70/J.

Agency inquiry for sponge cloth. E.S.B. 12078/70/J.

Inquiry for European hardwoods. E.S.B. 7922/70/J.

Inquiry for conveyor belting; hose. E.S.B. 12041/70/J.

*Inquiry for steel. E.S.B. 10181/70/J.

**Bulletin 84/70**

Inquiry for altimeters; harometers; bugles and trumpets; camping equipment; footwear; hunting equipment; mountaineering equipment; tennis equipment. E.S.B. 11551/70/J.

Agency inquiry for street sweepers. E.S.B. 11873/70/J.

Inquiry for cots; juvenile furnishings and furniture and accessories; perambulators; playpens. E.S.B. 7517/70/J.

Inquiry for diesel engines. E.S.B. 12204/70/J.

Inquiry for air compressors; electric motors; brass goods; waterworks plant and equipment; irrigation equipment; pipes and fittings; pumps and equipment; sewage plant and machinery; sewage pumps; valves; water meters. E.S.B. 12146/70/J.

Inquiry for yachting hardware; welding and cutting accessories; welding fittings; welding and metal cutting equipment and accessories; welding shields and equipment. E.S.B. 12218/70/J.

Inquiry for bolts; brake pads; diamonds; drum and brake linings; lathe bits; nuts; rivets; seat stones; trueing stones; wheels; wire brushes. E.S.B. 12219/70/J.

**Bulletin 85/70**

Inquiry for bath equipment; fixtures and fittings. E.S.B. 12234/70/J.

Inquiry for disposable cutlery; dustbin liners; strapping tools; steel strappings. E.S.B. 12262/70/J.

Inquiry for doll's accessories; toys. E.S.B. 12077/70/J.

Agency inquiry for trousers. E.S.B. 10785/70/J.

**Bulletin 86/70**

Inquiry for board. E.S.B. 3875/69/J.

Inquiry for giftware; novelty items. E.S.B. 12293/70/J.

Inquiry for school lockers. E.S.B. 12473/70/J.

Inquiry for boots. E.S.B. 12291/70/J.

Manufacture under licence in Britain – psychedelic notepaper and labels. E.S.B. 44995/69/J.

Inquiry for canned food products. E.S.B. 12183/70/J.

Inquiry for automatic riveter; n/c work positioner. E.S.B. 7810/70/J.

**URUGUAY**

**Bulletin 82/70**

Inquiry for mechanical shovel. E.S.B. 10383/70/J.

**VENEZUELA**

**Bulletin 84/70**

Agency inquiry for marine products. E.S.B. 11003/70/J.

**Bulletin 86/70**

Inquiry for chemicals; non-ferrous metals. E.S.B. 12109/70/J.

**ZAMBIA**

**Bulletin 86/70**

Inquiry for pipes. E.S.B. 11025/70/J.

# Export Missions and Tours

*Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in April 22 issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officer of the Board of Trade (see page 1360 of this issue) or the Export Services Division, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

*At the conclusion of a giftware trade mission from Britain visiting Hong Kong during April, Mr. Elkan Simons, chairman of the British Export Council for the Gifts Industry and joint leader of the mission, said that the United Kingdom had a trade gap of £39 million with Hong Kong on giftware sales but Britain hoped to redress this imbalance within the next five years. Fellow mission leader, Mr. C. F. Argue of Corocraft (Overseas) Ltd., commented: 'We are very much aware of the export strength of Hong Kong in the United Kingdom but we take up the challenge willingly.' So far trends are in the right direction with an estimated £75,000 worth of new business generated by the mission. Picture shows Mr. Argue, Mr. Simons and mission secretary, Mr. R. Hooker, attending a social function in Hong Kong's Hilton Hotel.*

## OUTWARD MISSIONS

### First London Chamber mission to East Germany

A TOP-LEVEL London Chamber of Commerce trade mission is visiting East Germany from May 11-16 to discuss closer economic and industrial co-operation, the staging of trade promotions and how the London and East German Chambers can co-operate in expanding two-way trade.

This is the first British Chamber of Commerce mission to visit East Germany and follows the visits to London in October and January of Dr. Gerhard Beil, Secretary of State for External Economic Relations, and Herr Rudolf Murgott, president of the East German Chamber of Foreign Trade, for talks with the Chamber and the CBI. Following these talks the London Chamber was invited to send a strong across-the-board mission representing sectors of particular interest to East Germany.

The 20 members are being led by Mr. J. B. Scott of GEC International. At a conference in London to announce details of the mission, Mr. Scott said that trade between the United Kingdom and East Germany was all set for 'a major leap forward,' and the mission visit could pave the way for a large increase in the United Kingdom's sales to East Germany. Mr. A. Mitchell, Consul-General in West Berlin, is accompanying the group.

The mission is concentrated particularly on three sectors: chemicals, electronics, and engineering and machine tools. These are being expanded at a rapid rate by the East Germans and the London Chamber of Commerce consider they offer the best possibilities for United Kingdom exports.

However, it was pointed out that other countries, notably France, Japan, Austria, Switzerland, Sweden and of course the Federal Republic of Germany, were making a big effort in the East German market. Representatives of the East German Chamber attending the conference stressed the importance to the United Kingdom of being first in the field with the products required by East Germany at this time.

The recent United Kingdom liberalization of import quotas for East German goods is expected to help to expand the flow of two-way trade and the mission includes several leading importers. A reciprocal mission from East German industrialists is a strong possibility.

### Hotel/catering drive in South Africa

A TRADE MISSION organized by the British Hotel and Public Building Equipment Group (HOPBEG), founded under the auspices of the BNEC, is currently visiting South Africa. During their 24-day visit mission members will talk with hoteliers in Johannesburg (where the visit coincides with the Hotel 70 exhibition), Durban and Capetown.

The mission is a sequel to a HOPBEG market survey. South African Government legislation encourages the local hotel industry to improve facilities and standards for tourists, particularly now that South African Airways have opened up new routes to the United States and Australia.

A member of the mission, Mr. Jack Heddon, export sales manager for catering, Radiation International Ltd., London, will also visit Lorenço Marques and Mozambique in Portuguese East Africa.

### Hosiery and knitwear programme

THE British Hosiery & Knitwear Export Group announce the following proposed missions and special events between September 1970 and March 1971: Mission to Poland, Hungary and Czechoslovakia, September 6 to 16; mission to Norway, Sweden, Finland and Denmark, October 4 to 16; mission to Switzerland (mainly for fabric manufacturers), October 20 to 24; inward mission from France, November 2 to 5 (or 9 to 12); mission to California and North America, November 14 to 25; inward mission from Switzerland, November 30 to December 3; mission to the Federal Republic of Germany, January 10 to 15; mission to Switzerland and Austria, January 19 to 27; mission to France, February 1 to 5 (or 8 to 12); Salon de la Maille Exhibition, Paris, February 13 to 16; and mission to the Middle East, March 1 to 14.

### £200,000 South African orders

NORTHERN IRELAND'S £2 million a year exports to South Africa have been boosted by over £200,000 in immediate orders announced recently following a recent 18-man trade mission. As a result of the mission, it is expected that the total value of new orders will reach £600,000 for a wide range of Ulster-made goods, including linen, synthetic fibres, textile yarns, carpets and cutlery.

'These are the sort of orders,' said Mr. Roy Bradford, Minister of Commerce, 'which will soon see the value of Northern Ireland's exports outside the United Kingdom hitting the £100 million mark.'

The three-week South African exercise, which concentrated on Johannesburg, Cape Town and Durban, was Northern Ireland's first trade delegation to the country and was the most successful of a series of five hard-sell trade missions.

An Ulster trade delegation will be going to Hong Kong and Japan in November, with a follow-up visit to the same areas, as well as Australia, in February. It is also hoped that in the autumn of 1971 an Ulster mission will visit California.

### Third Welsh trade mission to United States

SEVENTEEN COMPANIES – four from North Wales, one from Mid-Wales and 12 from South Wales – who produce light hovercraft, cabin cruisers and marine equipment, live poultry transporters, industrial ceramics, office sundries, curtain fabrics, Welsh fashions and philatelic covers, are represented on the trade mission to the United States organized by the Development Corporation for Wales.

The mission left London Airport on May 2 for a fortnight's tour. In the main the first week was shared between New York and Chicago, the remainder of the time being spent in Los Angeles and San Francisco.

This is the third major export drive to North America organized by the Corporation in the past four years, and the first time that a Welsh mission has included the west coast of America in its itinerary. Earlier missions, concentrated on the eastern seaboard, the Mid-West and Canada, resulted in orders worth £300,000, and this increased to £1 million within 18 months.

Leader of the mission is Col. Harry Llewellyn, internationally famous as the Olympic gold medal winner and captain of the British show jumping team, who is chairman of Whitbreads (Wales) Ltd., Cardiff, and a director of Whitbread International.

### Aerospace successes and prospects

THE BNEC AEROSPACE COMMITTEE, which has made four successful missions to America, has summarized the findings of the 17 members of its most recent mission to California in March.

Mr. Barry Smedley, marketing director of SAC Bristol Ltd., said: 'The visit showed that we must invest in marketing in the United States. The old idea of going to America with a briefcase and an order book is out. The American aerospace industry expects suppliers to go to them and put on forceful presentations. It is essential for the British salesman to be able to make an impact on the imagination of American company buying officers.'

Mr. Roy Gardner, marketing manager of William Mallinson Aircraft Products Ltd., added: 'It is no use taking over a hotch-potch of photographs and company statements and calling it a presentation. You have to be 100 per cent professional in order to be more convincing than your competitor.'

'The key to selling in America,' said Mr. Alex Newall, managing director of Alexander S. Newall Machine Tool Co. Ltd., 'is to have the stuff *where* the Americans want it, *when*

they want it, at the *right price.*'

The importance of having goods on the spot was stressed by other mission members. As a result BNEC and the Board of Trade are actively pursuing the availability of warehousing facilities in California.

Despite the current recession in the United States aerospace industry, members agreed that the mission had been worthwhile with more than 300 contacts made with United States businessmen, a number of substantial orders and numerous business leads.

The next step for BNEC'S Aeropsace Committee is to organize an inward mission of technical specialists from American aerospace and electronic firms to coincide with the Farnborough Air Show in September. This is being actively progressed in collaboration with the Ministry of Technology, the Board of Trade and the British Consular Posts in the United States. Companies wishing to receive these American guests should contact Mr. J. Hutcheson, BNEC, 6-14 Dean Farrar Street, London, S.W.1.

## Useful discussions in Congo

ON HIS RETURN from leading a mission of top businessmen to the Democratic Republic of the Congo (Kinshasha), Sir Peter Runge, chairman of BNEC, reported: 'The BNEC business mission had a series of very useful discussions with Ministers, officials and businessmen with the object of rapidly increasing the flow of trade between the two countries in accordance with the aims of the trade agreement recently signed in London by the foreign ministers of both countries.'

The mission had been highly impressed by the great improvement in the Congolese economy during the past three to four years. Major projects in the field of transport, whether rail, road or water, were at present in hand and these were to be followed by expansion in the field of agriculture, mining, education and housing. All these activities would require the importation of capital goods and consumer durables.

With the rising standard of living accompanying the annual increase in GNP of 8 per cent, there was also a growing demand for consumer goods, particularly processed foods, office equipment and clothing.

Sir Peter concluded: 'The mission, which throughout had the invaluable and active support of the British Ambassador and his staff, formed the impression that the political and economic stability which the country enjoys will make the Congo a valuable market which should be examined urgently by British exporters and businessmen.'

## Opportunities in Canada

MR. DAVID L. NICHOLSON, the new chairman of BNEC Canada, who recently made a coast-to-coast trip across Canada, spoke about his trip in London on May 6, giving a first-hand account of opportunities in Canada for British goods.

Sales to Canada in 1969 topped £300 million, some 16 per cent higher than in 1968, and there was plenty of scope for more business as the Canadian economy expanded. To quote from a new publication, 'Marketing in Canada,' published by BNEC Canada: 'There is every indication that this expansion is going to continue well into the 1970's. By about 1975 Canada's national income will be as big as Britain's today.'

Mr. Nicholson found that many even well-informed Canadians were surprised to learn that Britain supplied quite such a volume of goods to their country – there was obviously a need for more 'hornblowing' to publicize Britain's export achievements. With the highly competitive United States 'on Canada's doorstep,' it was essential that British manufacturers kept delivery promises and offered good follow-up services. Japan, too, was a formidable competitor. There were speedy container services from Britain to the east coast of Canada, but there were problems and higher transport costs west of Winnipeg, although he was hopeful that this situation would improve.

BNEC Canada would shortly divide its activities into 12 active groups – textiles, metals, power and services, etc. – and each would produce a continuing programme of missions, tours, store displays, newsheets, conferences, participation in exhibitions, and so on.

Some Canadians would like to introduce barter arrangements – wheat in exchange for turbines, etc. He had received inquiries for electric engines, also engines working off natural gas. The big oil strike in Alaska might provide great opportunities for pipeline construction, if this method of moving the oil was decided upon, and there were further opportunities in the fields of pollution control, environmental engineering and high technology area.

Mr. Nicholson, chairman of BTR Leyland Industries Ltd. and a director of several companies, brings to BNEC Canada a background of management consultancy and engineering to the task of stimulating and maintaining Britain's share of a growing market.

## Selling turbines in South America and the Caribbean

MR. W. D. RUSSELL, regional sales manager for the Western Hemisphere, John Brown Engineering (Clydebank) Ltd., has spent only 20 days in Scotland in the past four months. The remaining time he has spent visiting South America and the Caribbean selling his company's gas turbines.

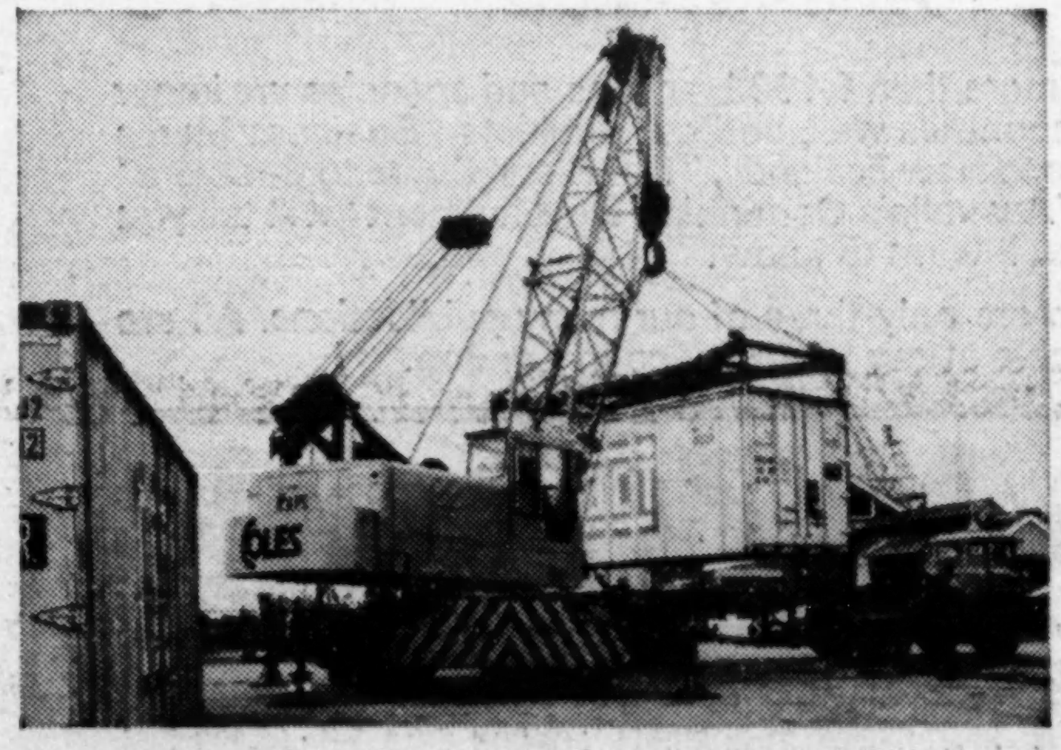
He recently returned from a concentrated sales visit to Rio de Janeiro, Brazil; Caracas, Maracaibo, Valencia and Maracay in Venzuela; Lima, Peru; and Buenos Aires in the Argentine.

Mr. Russell expects to leave again shortly for the Caribbean where negotiations are in progress for the installation of a third gas turbine in the Bahamas. Two gas turbines have already been installed there. One has also been sold and installed in Puerto Rico.

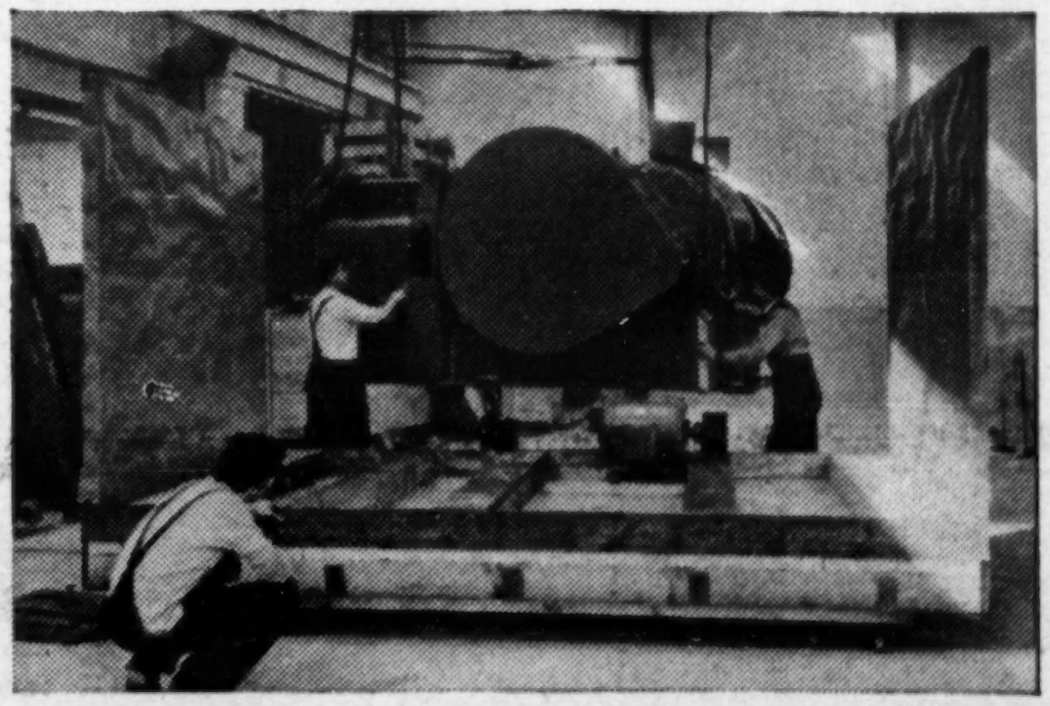
## OVERSEAS CABLES

***The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.***

## EXPORTS TO EUROPE

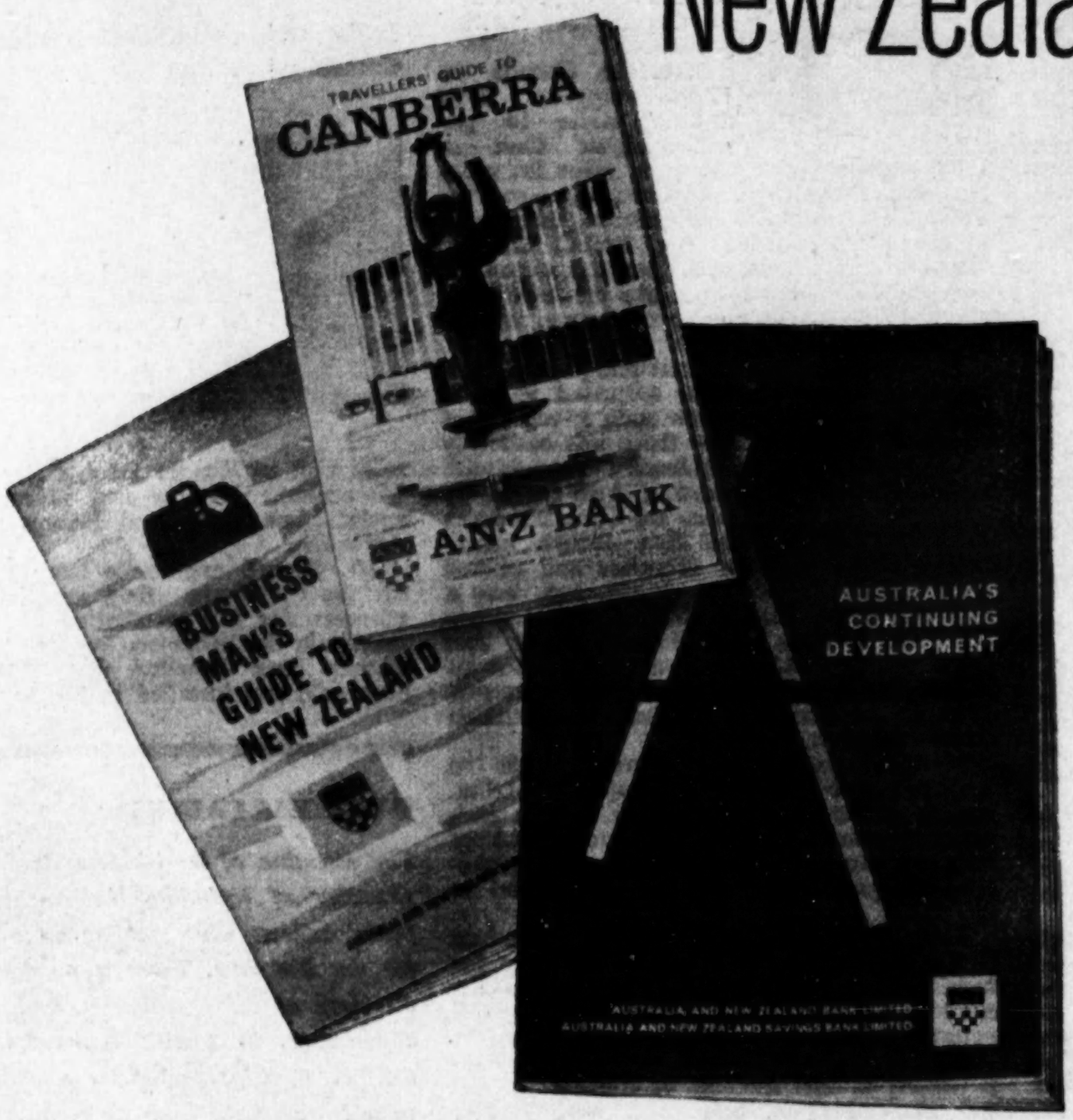


*Container cargoes for export to Rotterdam and other European ports being handled by the 30-ton capacity Coles Endurance crane at Sheerness docks.*



*A 20-ton forging machine, destined for Spain, being packed at Lep Packing's 15,000 sq. ft. extension machinery packing plant in Bradford. The extension, equipped with overhead cranage ranging from 5-20-ton lifting capacity, has been specially designed for handling the export and transit packing of machinery and allied engineering products.*

# **Information** about Australia and New Zealand

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# Export Orders

**Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.**

### Finnish beginning

Three stores in Helsinki have placed trial orders for period-style furniture with the Jaycee Group, Brighton. These followed pioneering visits to Finland by Mr. Brian Robinson and Mr. Stan Gater, Jaycee export executives.

Both report renewed interest in traditional furnishings among the Finns, who are noted for their stark, modern designs. This is 'Britain in Finland' year and a special promotion for British consumer goods is to be held there in the autumn.

### Fishmeal pelleting system for Norway

Simon-Barron Ltd., Gloucester, have received an order from A. S. Myrens Verksted, Oslo, for a fishmeal pelleting system to be installed aboard an eight-year-old bulk carrier vessel at present in the process of conversion at Oslo.

This will be the third floating fishmeal pelleting installation by Simon, the others being in South Africa.

### Power station equipment for Finland

Gilkes-Lincoln, the valve division of Gilbert Gilkes & Gordon Ltd., Kendal, have received the largest order in the history of the department. This is for pressure reducing de-superheating equipment comprising attemperators and control valves for a power station in Finland.

### Molasses pumps for Guyana

The success of the SPP Group Ltd., Newbury, Berks., in supplying pumps for the handling of sugar mill molasses, and for the expanding number of industries processing blackstrap molasses, has been highlighted by the largest single order for molasses pumps yet received by the company. Worth over £11,000, it comprises five diesel-driven Plenpak pumping sets manufactured by the group's Plenty division. United Molasses Trading Company Ltd. is buying the units to load road vehicles and molasses coasters at Bookers sugar estates in Guyana.

### Flight simulators for America and Europe

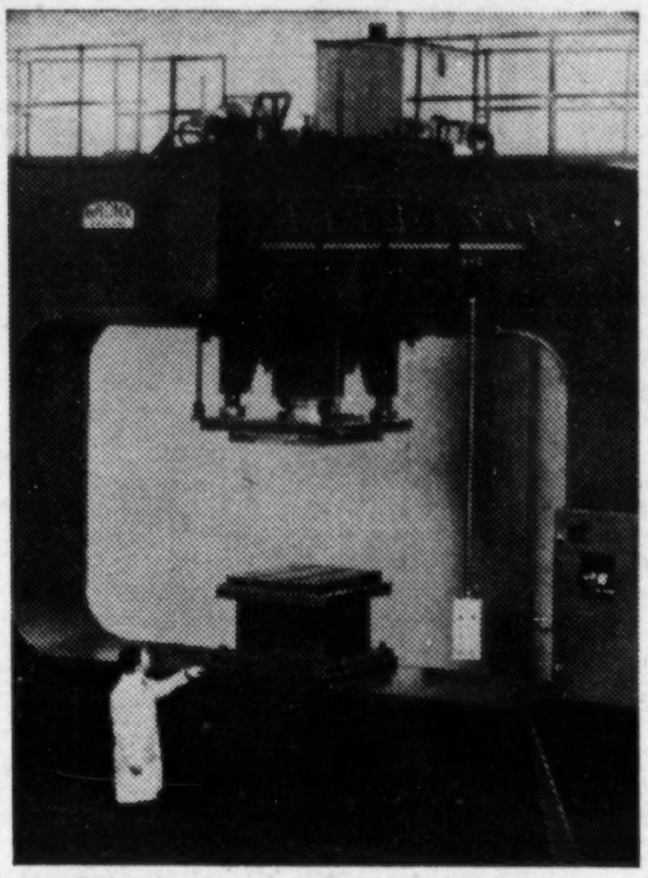
Redifon Ltd. have received an order from United Air Lines of Denver, Colorado, for a Boeing 727-222 flight simulator which will incorporate Redifon's R2000 digital computer.

Two further orders for R2000-based simulators have been received by Redifon Ltd., of Crawley, Sussex, from Deutsche Lufthansa for a Boeing 707-320C and the Royal Netherlands Air Force for a Northrop NF5-B.

### £320,000 seat reservation system

Racal-Milgo Ltd., Reading, announce an order valued at £320,000 from Lufthansa for Modems which will provide the high-speed data transmission links for an international seat reservation system. This system, claimed to be one of the fastest and most extensive of its kind, will begin operations in 1970/71 and be extended over the following three years to cover all the major cities of Europe and with links to the United States.

Lufthansa is the tenth major international airline to choose Modems for seat reservation systems.



*A Bronx 300-ton hydraulic portal press undergoing final inspection before shipment to Brazilian shipbuilders Estanave Estaleiros Amazonia SA, of Manaus. Weighing 37 tons and standing 24ft., the press will be used in the building of new high-speed cargo and coastal vessels and is being supplied complete with bending and forming tools.*

### Computer floor for West Indies

J. A. Hewetson & Co. Ltd., Hull, have received a £6,000 order from Cable and Wireless Ltd. for a computer floor for the Earth Station near Kingston, Jamaica. This is the first order obtained by the firm in the West Indies for computer floors and delivery will take place in the next few weeks. Interchangeable panels of the floor can be removed easily for access to underfloor services.

### Curtain linings for motor hotels

Milium insulated curtain linings have been specified for guest bedrooms in Esso motor hotels in Germany, Norway and Holland. Catesby-Integra, designers and contract furnishers, London, have devised a standard guest bedroom for the motor hotel programme and the first of these – to be completed during 1970 – are in new hotels in Cologne, Frankfurt, Münich, Velp and Stavanger, in addition to motor hotels in the United Kingdom.

The first 2,000 yds. of Milium, for Velp, was required urgently, so it was flown to Stuttgart for making up. Supplied by Boardman, Marden and Co. Ltd., it is a special cotton sateen, double-coated with Milium and fireproofed, vat-dyed in slate grey for increased light control. Boardman, Marden have also supplied a further 1,000 yds. of an identical fabric for the Stavanger project.

### Dredge and gravel pumps for India

An order has been obtained by Simonacco Ltd., Carlisle, for the supply of over 50 Simonacco-Warman dredge and gravel pumps to be used by the new Khetri copper concentrator plant in north-west India.

Under pressure from strong international competition, Simonacco received the order from Venot-Pic, France, on behalf of Hindustan Copper Ltd., India.

Simonacca is a Simon Engineering company.

### Cargo vessel orders now total 71

The Austin & Pickersgill shipbuilding group, Sunderland, announce further orders for SD14 cargo vessels for owners in Hamburg, Panama and Karachi. The total number of SD14s now ordered amounts to 71, including 25 for the Hellenic Shipyard at Skaramanga.

### Communications systems for Jamaica

British Relay Ltd., London, have won a £25,000 order for electronic communications and TV systems for the new Montego Bay hospital in Jamaica. The contract has been awarded by Drake & Scull International, engineering services contractors for the hospital, and was secured in the face of keen competition from the United States.

### Queensland plant collaboration

Babcock & Wilcox Ltd., London, and its subsidiary company, Babcock & Wilcox Australia Ltd., are to collaborate in the supply of equipment for a new zinc-oxide plant to be set up by Mount Isa Mines in Queensland. The zinc-oxide process is a stage in the recovery of zinc contained in slag produced from a lead blast furnace.

### £30,000 wall plaques for US

Employees of Frank Down Ltd., Thurmaston, Leicester, have been working round the clock, seven days a week on a three-shift system, to ensure meeting the deadline on a £30,000 order from the United States.

The company was formed just over a year ago to manufacture injection moulded plastic components for industry. But last year they started a sideline in decorative wall plaques depicting veteran cars, vintage sports cars, traction engines, sailing ships and World War I aeroplanes. The order from the United States is their largest single order to date, for 160,000 plaques.

### Australian order for burner

Felcoil Burners Ltd., Merton, London, have received an order from Major Furnace & Combustion Engineers (Pty.) Ltd., Rosebury, New South Wales, for a fully automatic light oil burner to be used in conjunction with a crucible tilting-type metal melting furnace manufactured under licence from Morganite Australia (Pty.) Ltd., a member of the Morgan Crucible Group of Companies.

### Contracts worth £36,500

Kinnear Moodie (Concrete) Ltd. announce three contracts totalling £36,500 for the supply of tunnel moulds in Thailand, South Africa and Australia.

### Sulphuric acid plant for Karachi

Simon-Carves Chemical Engineering Ltd. (Sim-Chem) have begun the design work for a £400,000 sulphuric acid plant to be built in Karachi for the Pakistan Fertilizer Co. Ltd., a member of the Jaffer group of companies. The contract, for the design, procurement and shipping of material and the supervision of commissioning, was won despite competition from major concerns in America and Germany and was awarded to Sim-Chem by the contractors, Pintsch Bamag, of the Federal Republic of Germany.

### Fans for container ships

Fourteen Airscrew -Weyroc Axia 1,000 mm diameter marine type TC (tubular centrifugal) mixed flow fans have been ordered by Blue Star Lines at Bremer Vulcan for circulating air at minus 23 degrees C in two new container ships being built in Sweden. Airscrew-Weyroc are based at Weybridge, Surrey.

Three hundred similar fans have already been sold in conjunction with HTI Engineering in the past three years for container ships built on the Continent.

### £100,000 order from Brazil

The Kestner metal propellers division of APV-Mitchell Ltd., Croydon, has secured an order valued at about £100,000 for distillation trays from Brefcon International Ltd. for the new refinery at Planalto Paulista, Brazil. APV-Mitchell is a member company of Brefcon, an association of British engineering companies which recently obtained a £23 million order from the Brazilian national petroleum organization, Petroleo Brasileiro SA (Petrobras), for several major projects in that country.

Following the take-over of L. A. Mitchell Ltd. by the APV group, all facilities at Croydon have been reorganized and augmented with large and specialized projects of this kind in mind.

### £250,000 car sealing orders

Silent Channel Products Ltd., Huntingdon, suppliers of window channel and seals to the motor and construction industries, have gained additional business worth £250,000 in the past two months from car manufacturers in France, the Federal Republic of Germany and Sweden.

Current negotiations are expected to bring in new business worth another £250,000 in the next few months. The new business is the result of two years' intensive effort by the sales and design teams, laboratories and associated departments.

Most of the new orders is for flocked window channelling and, to cope with this demand, Silent Channel have installed a new flock line in their factory at Maesteg, South Wales.

### Sheet steel levellers for Yugoslavia

A contract valued at more than £73,000 for process levelling machines for steel sheets has been placed by the Fiat organization of Italy with The Bronx Engineering Co. Ltd., Lye, Worcs., for delivery to the important car manufacturing company, Zavodi Crvena Zastava of Kragujevac, Yugoslavia.

This is the second order received from the Fiat organization for process levellers – a similar machine is already on order for the Tofas Car Company of Bursa (Turkey), another member of the Fiat concern.

### £50,000 orders for car seat belts

Following a decision taken towards the end of last year to develop overseas sales of seat belts, orders to the value of £50,000 were recorded in the first three months of 1970 by the industrial division of Irving Air Chute of Great Britain Ltd., Runcorn, Cheshire.

Deliveries have been made largely to European countries, where the company have developed new outlets in the retail trade in line with the progressive introduction there of legislation requiring the fitting of seat belts by car owners.

### Cash-and-carry sales

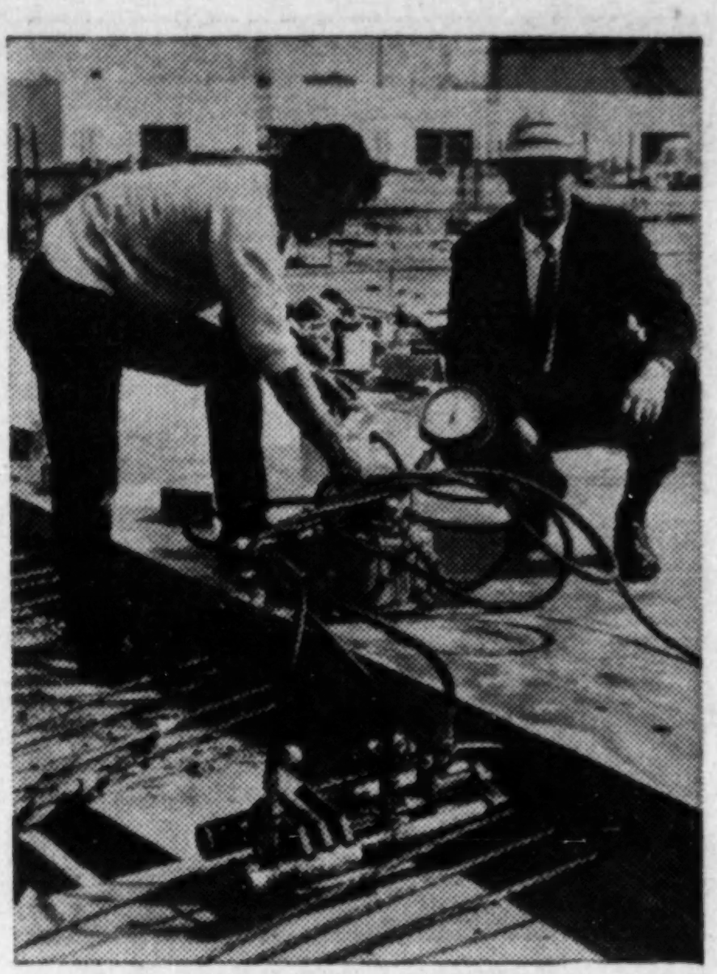
Even in these days of computerized credit, the big spending cash customer is still sure of an old-fashioned welcome. Headquarter accountants of the Jaycee Furniture Group, accustomed to computer billing, took it all in their stride when buyers from Spain and France opted recently to pay on the nail. Representatives of a family business in Madrid looked over the group's Brighton showrooms, placed an order for £2,000, came back with transport to collect and pay – then ordered again!

Not long afterwards, two sisters with their own store in Cherbourg telephoned a 'wants list' worth £1,500, then followed up with the same cash-and-carry routine.

### £130,000 excavators for Thailand

Ruston-Bucyrus Ltd., Lincoln, are supplying three excavators valued at £130,000 for service at a new cement factory in Thailand.

They will dig up to 4,500 tons of blasted limestone per day at two quarries of Siam City Cement Co. Ltd., at Saraburi, near Bangkok.



*CCL Systems Ltd.'s twin-ram jack, for which the main cylinder assembly is made by the Hydraulic Components Division of Accles & Pollock Ltd., a TI company, being used in the construction of the Holiday Inn at Fisherman's Wharf, San Francisco.*

### £170,000 first export order

An order worth £170,000 for automatic assembly equipment has been won from Fiat by Gilman-Fraser Ltd., subsidiary of Giddings and Lewis-Fraser Ltd., machine tool manufacturers of Arbroath, Scotland – the company's first export order. The order is a 35-ton, 40-ft.-long 'over-and-under' 22-station transferline for rear suspension arm assemblies for Fiat cars. The equipment will produce 600 assemblies every hour and will be one of the largest automatic assembly machines at the Fiat plants in Turin, Italy.

The order was won following a dash to Turin by Mr. Collen Benson, Gilman-Fraser's managing director, Mr. James Balfour, general sales manager, Mr. Kennedy Fraser, chief engineer, and Mr. George Appleby, field sales manager.

### $3 million electrical equipment orders

A fifth order has been won by the aircraft equipment division of Rotax Special Products Group from the Lockheed-California Company for the provision of further electrical equipment for the wide-bodied TriStar jet airliner. This brings the total value of TriStar equipment ordered from the division to over $3 million.

The latest order is to supply electro-mechanical actuators to operate the ejector vent door on the aircraft's auxiliary power unit, which provides 'stand-by' electrical and hydraulic power.

### Second US plant contract in April

The Power-Gas Corporation Ltd. (a member of the Davy-Ashmore Group) announce that their New York subsidiary, The Power-Gas Corporation of America, has been appointed main contractor for a steam-reforming plant valued at over $6 million, for Houston-Liquid Carbonics Corporation. The plant is to be built at Geismar, Louisiana.

This is the second large plant contract announced in April by Power-Gas for the United States – the first was for the basic engineering of a 200 million galls./year, low-pressure methanol plant for Celanese Corporation at Clear Lake, Texas.

### £1 million orders for steelworks drives

The Project Engineering Group of the motor and generator division of Parsons Peebles Ltd., Witton, Birmingham, have secured the order for the supply of all the electrical line drive equipment associated with the processing of steel strip for a major expansion at the Rudici i Zelezara steelworks at Skopje, Yugoslavia.

The order was received from the main contractors. Wean Ltd., Croydon, Surrey, and the Parsons Peebles Project Engineering Group were appointed as electrical contractors for the supply of six major processing lines – pickle line, galvanizing line, paint coating line, high- and low-speed shear lines, and slitting line.

The complete plant is due for delivery beginning in 11 months and completing in 23 months. The value of the Parsons Peebles orders for this project will exceed £1 million when certain peripheral orders from other mechanical contractors are taken into account.

This is the second major export order in this field won by the PPPE group within a year, the previous one being a contract for an electrolytic tinning line complex in Russia.

### £1.2 million cranes for New York

Adamson-Alliance (Horsehay) Ltd., Telford, Shropshire, have been awarded a £1.2 million contract by United States Lines for the supply and erection in New York Harbour of three 51 long tons dockside container handling cranes.

### £13.2 million wool textiles in March

Exports of British wool textile industry products in March were £13.2 million, £1.2 million more than in the corresponding month of last year. During the first quarter overseas sales totalled £37.5 million, an increase of £2.2 million – 6 per cent – over 1969.

Trade in wool yarns, which reached a record level last year, continued to rise and by the end of March was, at £6 million, 12 per cent higher than in 1969. Exports of wool cloth also made good progress and were worth £16.6 million in January-March this year, compared with £15.7 million in the same period of last year. Shipments to the Far East were at a particularly high level.

Trade in tops (combed wool) in the first quarter amounted to £5.5 million, compared with £6.1 million.

### IMPORTANCE OF AIR MAIL

*All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.*

*Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this connot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called to pay double the missing postage.*

*Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail leaflet is available free from all post offices and a standing order can be placed for its regular delivery.*

# The Board of Trade

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**Accidents Investigation Branch** – Shell Mex House, Strand, London, WC2R 0DP (01-836 1207; Telex 22110; T.A.: 'Civilair, London W.C.2').

**Accountancy Services Branch** – Hillgate House, 35 Old Bailey, London, E.C.4 (01-248 5757, Telex 886143).

**Accountancy Services (Civil Aviation) Branch** – The Adelphi, John Adam Street, London, W.C.2 (01-836 1207; Telex 22110; T.A.: 'Civilair, London, W.C.2').

**Aeronautical Information Service** – Tolcarne Drive, Pinner, Middlesex (01-866 8781. Telex 22807. Answer back EGGN Pinner, T.A. Notoff), Aeronautical Fixed Services call sign EGGNYN.

**Air Transport Licensing Board** – Gaywood House, Gt. Peter Street, London, S.W.1 (01-222 7231).

**Bankruptcy Department:**
Headquarters: Hillgate House, 35 Old Bailey, London, E.C.4 (01-248 5757; Telex 886143).
Official Receiver (High Court): Victoria House, Kingsway, London, WC2B 6JB (01-405 7641; T.A.: 'Official Receiver, London').

**'Board of Trade Journal'** – 1 Victoria Street, London, S.W.1 (01-222 7877, Ext. 2654; Telex 27366).

**Business Statistics Office** – Lime Grove, Ruislip, Middlesex HA4 8RS (01-866 8771/0): Chartist Tower, Dock Street, Newport, Mon. NPT 1XG (0633-52277).

**Civil Aviation Division 1 and 2** – Shell Mex House, Strand, London, WC2R 0DP (01-836 1207; Telex 22110; T.A.: 'Civilair, London, W.C.2').

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**Companies Investigation and Liquidation Branches** – Hillgate House, 35 Old Bailey, London, E.C.4 (01-248 5757; Telex 886143).

**Companies Registration Office** – Companies House, 55/71 City Road, London E.C.1 (01-253 9393).

**Companies (Winding-up) Department** – Inveresk House, 346 Strand, London, WC2R 0HJ (01-836 7733).

**Controllerate of National Air Traffic Control Services** – The Adelphi, John Adam Street, London, WC2N 6BQ (01-836 1207; Telex 22110; T.A.: 'Civilair, London, W.C.2').

**Directorate-General of Safety and Operation** – Shell Mex House, Strand, London, WC2R 0DP (01-836 1207; Telex 22110; T.A.: 'Civilair, London, W.C.2').

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**Export Planning and Development Division** – 1 Victoria Street, London. S.W.1 (01-222 7877; Telex 27366; T.A. Advantage London, S.W.1).

**Export Services Division** – Hillgate House, 35 Old Bailey, London, E.C.4 (01-248 5757; Telex 886143; T.A.: Exserbra, London, E.C.4).

**Export Service Bulletin Section** – Room H24, Hillgate House, 35 Old Bailey, London, E.C.4 (01-248 5757, Ext. 7058; Telex 886143; T.A.: Exserbra, London, E.C.4).

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**Marine Division,** Sunley House, 91-93 High Holborn, London, WC1 (01-450 6911; Telex 264084; T.A. 'Marbot, London, W.C.1').

**Overseas Projects Group** – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

**Parliamentary Branch** – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

**Patent Office and Industrial Property and Copyright Department** – 25 Southampton Buildings, Chancery Lane, London, WC2A 1AY (01-405 8721; T.A.: 'Patoff, London, W.C.2'); Baskerville House, Browncross Street, New Bailey Street, Salford, M3 5FU (061 832 9571).

**Registry of Business Names** – Companies House, 55/71 City Road, London, E.C.1 (01-253 9393).

**Scientific Adviser's Division (Civil Aviation)** – Shell Mex House, Strand, London, WC2R 0DP (01-836 1207; Telex 22110).

**Sea Transport Branch** – 34/36 Parliament Street, London, S.W.1 (01-799 5655; Telex 24730).

**Shipping Policy Division** – The Adelphi, John Adam Street, London, WC2N 6BQ (01-836 1207; Telex 22110).

**Solicitors Department** – Kingsgate House, Victoria Street, London, S.W.1 (01-828 1299; Telex 27366).

**Standard Weights and Measures Department** – 26 Chapter Street, London, S.W.1 (01-834 7032).

**Statistics Division** – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

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**Tourism Branch** – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

**Fairs and Promotions. Branch** – Hillgate House, 35 Old Bailey, London, E.C.4 (01-248 5757; Telex 886143).

# Tariff, Customs and Import Regulations in overseas countries

## REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

*The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the* Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

*Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the* Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

*While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.*

## EUROPEAN COMMUNITIES

### *Common Customs Tariff*

THE *Board of Trade Journal* dated September 6, 1968 (pages 678-679) contained a notice about the Common Customs Tariff of the European Communities which came into effect on July 1, 1968 and was published as **Regulation (CEE) No. 950/68** in the *Journal Officiel des Communautés Européennes* No. L172 dated July 22, 1968. The *Board of Trade Journal* dated January 7, 1970 (page 59) contained an announcement about **Regulation (CEE) No. 2451/69** modifying **Regulation (CEE) No. 950/68** and setting out the rates of duty applicable to imports from third countries with effect from January 1, 1970.

The *Journal Officiel des Communautés Européennes* No. L95 dated April 29, 1970 contains the text of **Regulation (CEE) No. 765/70** which further modifies **Regulation (CEE) No. 950/68.**

The *Journal Officiel des Communautés Européennes* No. L95 dated April 29, 1970 also contains the text of **Regulation (CEE) No. 766/70** determining the conditions for admitting certain live animals and certain meat of domestic bovine species under Common Customs Tariff Headings Nos. 01.02 A II (b) 2 (aa) and 02.01 A II (a) 1 (bb) 11 (aaa), 22 (aaa) and 33 (aaa).

The French texts of all the Regulations referred to above may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

### *Suspension of duties in the Common Tariff*

THE *Board of Trade Journal* dated January 14, 1970 (page 124) contained an announcement about **Regulation (CEE) No. 2554/69** totally suspending the Common Customs Tariff applicable to potatoes, other (Tariff Heading No. 07.01 A III) until April 30, 1970. The *Journal Officiel des Communautés Européennes* No. L96 dated April 30, 1970 contains the text of **Regulation (CEE) No. 775/70** extending the validity of **Regulation (CEE) No. 2554/69** to May 15, 1970.

The French text of this Regulation may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

### *Tariff quotas in the EEC*

THE *Journal Officiel des Communautés Européennes* No. L96 dated April 30, 1970 contains the texts of five Decisions setting up tariff quotas as follows:

**Decisions Nos. 70/249/CEE, 70/250/CEE** and **70/251/CEE** authorize the Netherlands, Germany and Belgium to set up tariff quotas for 30,500 tonnes, 76,000 tonnes and 10,000 tonnes respectivelly of unwrought lead (Common Customs Tariff No. 78.01 A) at a 'nil' rate of duty for the period January 1, 1970 to December 31, 1970.

**Decision No. 70/252/CEE** authorizes the Netherlands to set up a tariff quota for 7,600 tonnes of unwrought zinc (Common Customs Tariff No. 79.01 A) at a 'nil' rate of duty for the period January 1, 1970 to December 31, 1970.

**Decision No. 70/253/CEE** authorizes Germany to set up a tariff quota for 20,000 tonnes of unwrought zinc, non alloyed (Common Customs Tariff No. ex 79.01 A) at a 'nil' rate of duty for the period January 1, 1970 to December 31, 1970.

Details of the conditions attached to these quotas, together with the French texts of all the Decisions referred to may be obtained on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

### *Company law*

THE *Board of Trade Journal* dated April 5, 1968 (page 118) contained an announcement about **Directive No. 68/151/CEE** to coordinate in order to render of equal value, the guarantees which Member States require of companies and firms within the meaning of Article 58, second paragraph, of the Treaty of Rome, so as to protect the interests of both members and outsiders.

The *Journal Officiel des Communautés Européennes* No. C48 dated April 24, 1970 contains the text of a Proposed Directive to take the alignment of company law a stage further. This proposal concentrates on instituting equivalence as among the safeguards to be imposed on limited companies at their formation and in connection with the maintenance and variation of their capital, thus aligning the minimum safeguards necessary for members and third parties. It should be noted that the text of this Proposed Directive when finally approved may differ from the draft text referred to above

The French text of the Proposed Directive may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

### *Common agricultural policy*

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French texts of the Regulations may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

#### FRUIT AND VEGETABLES

**Regulation (CEE) No. 787/70** modifies for the fifth time **Regulation (CEE) No. 565/70** relating to the administration of the grading system for imports of table apples (*Journal Officiel* No. L96 dated April 30, 1970).

**Regulation (CEE) No. 771/70** fixes the conditions for allocating the processing operations of apples (*Journal Officiel* No. L95 dated April 29, 1970).

**TOBACCO**

**Regulation (CEE) No. 727/70** sets up a common organization of the markets for raw tobacco (*Journal Officiel* No. L94 dated April 28, 1970).

**PIGMEAT**

**Regulation (CEE) No. 783/69** modifies **Regulation (CEE) No. 2403/69** relating to special conditions in so far as it concerns the granting of export refunds for certain products in the pigmeat sector (*Journal Officiel* No. L96 dated April 30, 1970).

**Regulation (CEE) No. 785/70** waives **Regulation (CEE) No. 530/70** relating to the partial suspension of certain levies fixed in the pigmeat sector (*Journal Officiel* No. L96 dated April 30, 1970).

**MILK AND MILK PRODUCTS**

**Regulation (CEE) No. 784/70** relates to the certified proof which must be given following applications for premiums for the non-marketing of milk and milk products (*Journal Officiel* No. L96 dated April 30, 1970).

**SUGAR**

**Regulation (CEE) No. 786/70** modifies **Regulation (CEE) No. 1669/69** relating to certain measures to be taken in the sugar sector following the devaluation of the French Franc (*Journal Officiel* No. L96 dated April 30, 1970).

## SPAIN

### *Import regulations: textiles, readymade clothing, etc.*

NOTICE WAS GIVEN in the *Board of Trade Journal* of May 21, 1969 (page 1472) of the new Spanish regulations governing the importation of the above goods.

The Spanish *State Gazette* of April 14 announced the strict enforcement of the new regulations with effect from the following dates:

| | |
|---|---|
| Yarns and textile materials | April 1, 1970. |
| Ribbons, lacework and similar products | May 1, 1970. |
| Readymade clothing | July 1, 1970. |

The ruling affects Peninsular Spain including the Balearics but for the present excludes the Canary Islands, Ceuta and Melilla.

Imported articles must bear the appropriate labels when they are put on sale to the public. Foreign words or expressions must be accompanied by their Spanish equivalent in letters of the same size or larger.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462) where the Spanish texts of the relevant Order and Resolution may be seen.

### *Import quota: chemical pulp*

NOTICE WAS given in the *Board of Trade Journal* dated November 12, 1969, page 1326, of a Spanish import quota for chemical pulp (tariff heading 47.01-B.1.b and 47 01-B.2.b). The Spanish *State Gazette* of April 16 announced that the quota has been increased to 600,000 tons and remains valid with an import duty of 3 per cent until December 31, 1970.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757, Ext. 460/462).

## PORTUGAL

### *Revenue duties*

PORTUGUESE *Diario do Governo*, 1st Series, No. 56 of March 7, 1970, published Decree Law No. 86/70 which contained the 1970 list of revenue duties.

Details of the duties can be obtained from, and inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

### *Drawback on certain types of iron and steel*

PORTUGUESE *Diario do Governo*, 1st Series, No. 91 of April 18, 1970, published Order No. 193/70 which authorized the import, under drawback, of hoop and strip of iron and steel falling within BN heading 73:12:03, intended for the manufacture of seamed tubes 'black' or galvanized, with or without thread and of angles, shapes or sections, 'black' or galvanized.

Each consignment for import will require a favourable report by the Inspectorate General of Agricultural Industrial Products.

On each 100 kg of 'black' tubes or angles, shapes or sections exported, duty on 107 kg of imported raw material will be refunded.

On each 100 kg of galvanized tubes or angles, shapes or sections exported, duty on 102 kg of imported raw material will be refunded.

Order No. 20896 of November 10, 1964, is revoked.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

### *Tax on milk*

PORTUGUESE *Diario do Governo*, 1st Series, No. 84, of April 10, 1970, published notification of the imposition of a tax of 0.45 escudos per kg on sweetened, condensed, semi-skinned milk, be it imported or of Portuguese production.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

## IRISH REPUBLIC

### *Increase in rate of turnover tax*

IT WAS recently announced in the Irish Republic Budget that the rate of Turnover Tax was to be increased from 2½ per cent to 5 per cent with effect from May 1, 1970.

Inquiries from British exporters may be made of Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 446, 467, 482).

## ISRAEL

### *Tariff amendments*

THE BOARD OF TRADE have received details of amendments to a number of items in the Israeli Tariff. These include items Nos. 15.08, 40.09, 68.16, 76.02, 82.09, 82.14, 84.11.9091, 87.02 and 90.17.9900.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

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**EFTA INFORMATION CENTRE**

*The EFTA Information Centre at the Board of Trade deals with general inquiries about EFTA, advises about sources of specialized information and distributes free the range of publications produced by the EFTA Secretariat in Geneva.*

*Inquiries should be addressed to the EFTA Information Centre, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/80).*

## LIBYA

### Development Budget

THE LIBYAN DEVELOPMENT BUDGET for the year ending March 31, 1971 was issued by Decree on April 24. The following is the breakdown of specific allocations:

Table of Expenditure – £ Libyan

| | |
|---|---|
| TOTAL | *200,000,000* |
| 1. *Agriculture and Agrarian Reform* | *50,000,000* |
| 2. *Industry* | *20,480,000* |
| 1. Studies and research | 345,000 |
| 2. Industrial encouragement | 400,000 |
| 3. Fishing resources | 1,698,000 |
| 4. Traditional industries | 92,000 |
| 5. Establishment of and participation in industries | 6,445,000 |
| 6. Industrial and real estate loans | 11,500,000 |
| 3. *Economy and Trade* | *30,000* |
| 1. Establishment, moving and capacity expansion of refrigerators | 30,000 |
| 4. *Tourism and Antiquities* | *710,000* |
| 1. Tourism | 660,000 |
| 2. Antiquities | 50,000 |
| 5. *Education and National Guidance* | *11,418,814* |
| 1. Elementary education (classrooms, furniture, laboratories) | 2,940,850 |
| 2. Preparatory education | 3,021,600 |
| 3. Secondary education | 52,859 |
| 4. Vocational training | 1,552,534 |
| 5. Teacher training centres | 712,544 |
| 6. Boarding section | 1,412,272 |
| 7. Services related to education | 905,430 |
| 8. Scholarships | 820,620 |
| 6. *Civil Service* | *240,367* |
| 1. National Administration Institute | 37,909 |
| 2. Personnel training | 202,458 |
| 7. *Information and Culture* | *2,161,791* |
| 1. Information and guidance | 1,932,519 |
| 2. Culture and arts | 100,000 |
| 3. Training on information media and arts | 129,272 |
| 8. *Labour and Social Affairs* | *1,340,000* |
| 1. Manpower development | 750,000 |
| 2. Social affairs | 190,000 |
| 3. Social insurance and social welfare | 400,000 |
| 9. *Public Health* | *5,904,000* |
| 1. Medical training | 93,000 |
| 2. Preventive medicine | 104,000 |
| 3. Planning and medical statistics | 5,000 |
| 4. Combating epidemics and infectious diseases | 250,000 |
| 5. Curative medicine | 5,452,000 |
| 10. *Youth and Sports* | *20,000* |
| 1. Youth welfare | 20,000 |
| 11. *Communications and Transport* | *27,144,526* |
| 1. Ports | 1,446,465 |
| 2. Telecommunications | 4,252,724 |
| 3. Civil aviation | 350,000 |
| 4. Meteorology | 135,000 |
| 5. Road transport | 100,000 |
| 6. Roads | 17,860,337 |
| 7. Libyan Arab Airlines | 3,000,000 |
| 12. *Municipalities* | *25,493,296* |
| 1. Water projects | 7,758,696 |
| 2. Drainage projects | 10,322,600 |
| 3. Financial aid to Municipalities | 7,140,000 |
| 4. Other projects | 272,000 |
| 13. *Housing* | *32,816,000* |
| 1. Housing projects | 28,501,000 |
| 2. Buildings for administration | 315,000 |
| 3. Participation in the structure of contracting services | 4,000,000 |
| 14. *Public Works* | *18,410,185* |
| 1. Electricity | 9,481,081 |
| 2. Barce project | 5,096,704 |
| 3. Beida project | 3,617,400 |
| 4. Projects of salty marshes (moorlands) and lakes in Benghazi | 215,000 |
| 15. *Interior* | *1,000,000* |
| 1. Training | 400,000 |
| 2. Wireless equipment | 150,000 |
| 3. Workshops | 250,000 |
| 4. Means of communication | 200,000 |
| 16. *Planning and Development* | *417,000* |
| 1. Studies and research related to development | 50,000 |
| 2. Statistical projects | 68,000 |
| 3. Survey works | 233,000 |
| 4. International participation in development | 50,000 |
| 5. Training in develoiment methods and techniques | 16,000 |
| 17 *Reserves for Projects* | *2,414,021* |
| 1. Reserves for projects | 2,414,021 |

No breakdown of the allocation for agriculture is yet available.

The Revolutionary Command Council recently made a statement on industrial policy and defined the roles of the public and private sectors. Major projects involving the processing of the principal natural resources will be within the public sector. The extent of public sector participation in these major and in medium projects will depend on the circumstances of the case, but will not be less than 51 per cent. Private enterprise will look after small scale industrial projects, assisted if necessary by Government loans.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357) quoting reference CRE 25585 G.

## IRAN

### Import of machinery and other goods

THE IRANIAN Ministry of Economy has issued lists covering the import of certain machinery showing which are, and are not, subject to the prior agreement of the Ministry.

Another list covering mainly plastics show 18 items, the importation of which is now permissible as far as the Ministry is concerned. A third list shows items not allowed for import by the manufacturers and importers of spare parts and accessories of automotives made in Iran.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

## LEBANON

### Use of cyclamates forbidden

THE LEBANESE Minister of Health has issued Order No. 46/1 of February 21, banning the import, export sale and use of cyclamic acid and its salts for sweetening pharmaceuticals, as well as pharmaceutical preparations so sweetened.,

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454).

### Animal feed and feed concentrates

THE LEBANESE Minister of Agriculture has issued an order subjecting the import of animal feed and feed concentrates prepared in the form of powder or granules to the condition that such goods are coloured in the country of origin with a colouring material not harmful to public health, other than the white and yellow colours.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454).

## MOROCCO

### Customs duty on motor vehicles

THE MOROCCAN *Bulletin Officiel* of March 25, announced the following changes to the table of customs duties levied on imports into Morocco. The new rate came into effect as from March 9.

| Tariff No. | Description | Tariffs | |
|---|---|---|---|
| | | General | Working |
| 87.02 | Motor vehicles for the transport of persons, goods, including sports motor vehicles: | | |
| | B. Vehicles with a capacity of: | | |
| | 1. Less than 1·800 cm³ | 150 | 100 |
| | 2. From 1·800 cm³ to 2·200 cm³ | 150 | 100 |
| | 3. From 2·200 cm³ to 3·000 cm³ | 120 | 80 |
| | 4. From 3·000 cm³ to 3·500 cm³ | 120 | 80 |
| | 5. From 3·500 cm³ to 4·500 cm³ | 120 | 80 |
| | 6. Above 4·500 cm³ | 120 | 80 |

Inquiries about this notice should be addressed to Tariff Division, Export Data Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

### Import programme 1970

THE MOROCCAN general import programme for 1970 has just been published. The composition of the three lists is virtually unchanged. List A goods can be admitted without an import licence, List B goods require a licence and List C goods are prohibited.

Details of these arrangements can be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.1 (Tel.: 01-248 5757, Ext. 420/475).

**OVERSEAS COMMERCIAL POSTS**

*Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given in the pink paper supplement of April 22 issue.*

## ALGERIA

### *Import of metal containers*

THE ALGERIAN *Journal Officiel* of March 17, 1970, announced that the following items, certain metal containers falling within BTN heading 73-23, could only be imported by the Société Nationale de Sidérurgie: 73-23.06, 73-23.07, 73-23.08, 73-23.17, 73-23.18, 73-23.19 and 73-40.63.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

## ETHIOPIA

### *Customs Tariff amendments*

CHANGES TO THE Ethiopian Customs Tariff were announced in the Ethiopian Official Gazette, the *Negarit Gazeta* of April 7, from which date the changes took effect.

Articles 359, 371, 374, 375, 376(c), 377, 378, 379 of the Tariff are amended as follows:

| Tariff No. | Commodity | Unit | Duty Eth. $ or % |
|---|---|---|---|
| 359 | Cardboard, millboard and strawboard | *Ad valorem* | 60% |
| 371 (a) | Newsprint | *Ad valorem* | 10% |
| 371 (b) | Printing papers, in reels or in the flat, plain or composite papers, n.e.e., in reels of not less than 22 centimetres wide, or flat or folded in the original [mill seam] wrapper of a size not less than 35 × 40 centimetres | *Ad valorem* | 60% |
| 374 | Wrapping paper | *Ad valorem* | 60% |
| 375 (a) | Old newspapers and periodicals for wrapping purposes | *Ad valorem* | 60% |
| 375 (b) | Waste paper for paper making purposes when imported by a paper milk | *Ad valorem* | Free |
| 376 (c) | Others, n.e.e., including picture post-cards, greetings cards, calendars or calendar mounts, menu cards, and other forms of stationery imported as such, whether bearing pictures or otherwise | *Ad valorem* | 60% |
| 377 (a) | Typewriter ribbons | *Ad valorem* | 20% |
| 377 (b) | Calculator ribbons, paper | *Ad valorem* | 60% |
| 378 | Wrapping paper and cardboard manufactured for packing purposes | *Ad valorem* | 60% |
| 379 | Paper, gummed or otherwise, in sheets or rolls | *Ad valorem* | 60% |

Inquiries about this notice should be addressed to Tariff Division, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

## DAHOMEY

### *New temporary tax*

IT HAS been reported that a new 'taxe temporaire d'equipment' came into force in Dahomey on January 1, 1970. The new tax is levied at the rate of 1 per cent *ad valorem* on all imports destined for local consumption with the exception of hydrocarbons.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408, 423, 288).

## GHANA

### *Importation of Ghana National Flag and Coat of Arms*

THE FOLLOWING Notice was published in the *Ghana Commercial and Industrial Bulletin* of April 24:

**Notice to Importers No. 336 – Importation of Ghana National Flag and Coat of Arms**

It has come to the notice of the Controller of Imports and Exports that some importers, ignorant of the law, have been importing the Ghana National Flag and Ghana Coat of Arms as commercial goods for sale to the public.

The Ministry of Trade wishes to point out that this is illegal as the Government holds that patent rights in the designs by virtue of the Flag and Arms Protection Act (Act 61 of 1959) which stipulates that no person may copy, import or use the Ghana Flag or Coat of Arms without first obtaining a licence from the Ministry of Interior.

The public are warned that any person who copies, imports, or uses the Ghana Flag and the Coat of Arms without a licence from the Ministry of Interior will be prosecuted and the goods will be liable to confiscation by the Ghana Government.

### *Importation of wheat flour*

THE FOLLOWING Notice was published in the *Ghana Commercial and Industrial Bulletin* of April 20:

**Notice to Importers No. 355 – Importation of Wheat Flour**

In exercise of the powers vested in him by the Imports and Exports Restriction Order 1948 (No. 113 of 1949) the Controller of Imports and Exports hereby remind importers once again that unless specifically stated, Import Licences issued for the importation of food items should not be used for the importation of wheat flour, the importation of which is banned.

## REPUBLIC OF SOUTH AFRICA

### *Customs tariff changes*

THE FOLLOWING CHANGES are notified in the South African *Government Gazette* of April 24.

**R. 612** (1) Specific provision is made for sodium hexametaphosphate and the duty thereon is reduced from 10 per cent to free.

(2) Specific provision is made for copper brazed double walled steel tubing and the duty thereon is reduced from 10 per cent to free.

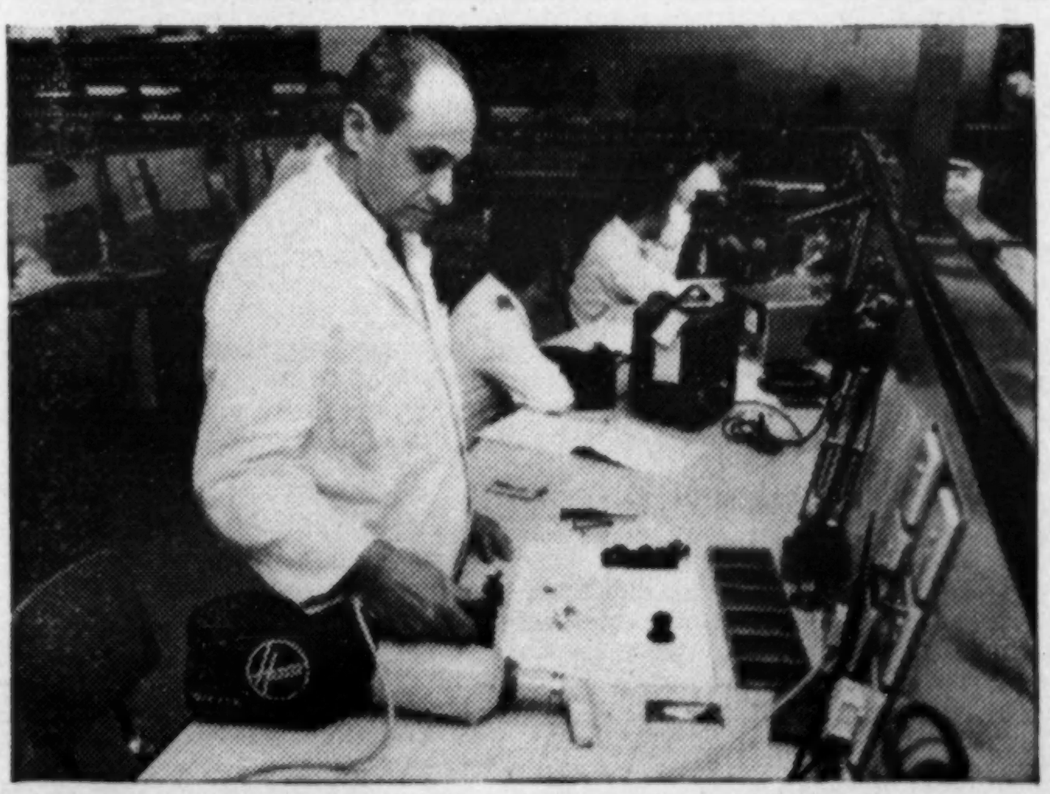
**R. 613.** The provision for an ordinary anti-dumping duty on unprinted polyvinyl chloride sheet, film and foil (not pressure-sensitive), of a thickness not exceeding 0·002 inches, is withdrawn.

**R.614.** The provision for a rebate of duty on loudspeakers for the manufacture of radios, gramophones and magnetic sound recording and reproducing apparatus and components, is limited to loudspeakers with a maximum diameter of less than 127 mm. or of a value of duty purposes exceeding 100 c. each.

**R.615.** Provision is made for a rebate of the full duty on yachts with a hull length of not less than 10 metres, for participation in international ocean racing competitions, in such quantities and at such times as the Secretary for Industries may allow by specific permit.

## ALGERIA, MOROCCO AND TUNISIA

***Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.***



*An operator in Middle East Airlines electronic workshops in Beirut uses a Hoover Dustette to remove dust from his bench. Eight Hoover Dustettes are kept busy in the workshops where routine inspection and maintenance is undertaken of the full range of complicated instruments that modern jet aircraft employ. Despite anti-static covering on floors and benches dust is still a problem that has to be contended with in the spacious modern workshops.*

# NIGERIA

## *Prohibited imports*

NIGERIAN Legal Notice No. 43 of 1970 the Imports Prohibition (No. 2) Order 1970, effective from April 20, and referred to in the *Board of Trade Journal* of May 6, revokes the Imports Prohibition Order, 1959 and subsequent amendments.

The Schedules to the above Order are produced below:

SCHEDULE 1

*Goods absolutely Prohibited from being Imported*

1. Air pistols
2. Airmail photographic printing paper
3. Basketwork, wickerwork and other articles of plaiting materials, made directly to shape; articles made up from goods falling within Tariff heading No. 46.01 or 46.02 in the Custom Tariff Act 1965.
4. Base or counterfeit coin of any country
5. Beads composed of inflammable celluloid or other similar substances
6. Beads and spangles, of base metal
7. Bread, ship's biscuits and other ordinary bakers' wares, not containing sugar, honey, eggs, fats, cheese or fruit
8. Box files, letter trays, storage boxes and similar articles, of paper or paperboard, of a kind commonly used in offices, shops and the like
9. All brushware other than nylon tooth brushes manufactured in or exported from the empire of Japan and whether they are exported directly to Nigeria or elsewhere
10. Corrugated roofing sheets and ridging plates of a thickness less than 3 mm. of iron, or steel
11. Coupons, for foreign football pools or other betting arrangements
12. Secondhand clothing of all materials, imported in bulk
13. Cowries
14. Exhausted tea or tea mixed with other substances. For the purpose of this item 'exhausted tea' means any tea which has been deprived of its proper quality, strength or virtue by steeping, infusion, decoction or other means.
15. Fur clothing that is, furskins, raw, tanned or dressed (including pieces or cuttings of tanned or dressed furskin, heads, paws, tails and the like) and artificial fur, articles of furskin or artificial fur
16. Implements appertaining to the reloading of cartridges
17. Indecent or obscene prints, paintings, books, cards, engravings or any indecent or obscene articles
18. Live poultry, that is, fowls, ducks, geese, turkeys and guinea fowls (excluding day-old chicks)
19. Manilas
20. Margarine, imitation lard and other prepared edible fats
21. Matches made with white phosphorus
22. Materials of any description with a design which, considering the purpose for which the material is intended to be used, is likely in the opinion of the Commissioner to create a breach of the peace or to offend the religious views of any class or persons in Nigeria
23. Meat, vegetables or other provisions declared by a health officer unfit for human food
24. Pistols disguised in any form whatsoever
25. Textile piece-goods, and all other textiles including weaving apparels, hardware of all kinds, crockery and china, or earthenware goods bearing inscriptions (whether in Roman or Arabic character) from the Koran or from the Traditions and Commentaries on the Koran
26. Other made-up textile articles (including dress patterns)
27. Other waste materials from textile fabrics (including rags)
28. Other printed matter, including printed pictures and photographs
29. Statuettes and other ornaments of a kind used indoors, of base metal
30. Stone, sand, gravels
31. Household utensils of wood
32. Vegetable roots and tubers – manioc, arrowroot, salep, Jerusalem artichokes, sweet potatoes and other similar roots and tubers with high starch or inulin content, fresh or dried, whole or sliced; sago pith
33. Walking-sticks (including climbing-sticks and seat-sticks), canes, whips, riding crops and the like
34. Wood in the rough, roughly squared or half-squared, but not further manufactured
35. Worked monumental or building stone (including road and paving setts, kerbs and flagstones) and articles thereof (including articles of agglomerated slate and mosaic cubes), other than goods falling within Chapter 69 of Schedule 1 to the Customs Tariff Act 1965, tiles excluding
36. Silver or metal alloy coins not being legal tender in Nigeria.
37. Spirits:
    (1) Other than:
        (a) Alcoholic bitters, liqueurs, cordials and mixtures admitted as such in its absolute discretion by the Board and which are not deemed to be injurious spirits within the meaning of the Liquor Act;
        (b) brandy, i.e., a spirit:
            (i) distilled in grape-growing countries from fermented grape juice and from no other materials; and
            (ii) stored in wood for a period of three years;
        (c) drugs and medicinal spirits admitted as such in its absolute discretion by the Board;
        (d) gin, i.e., a spirit:
            (i) produced by distillation from a mixed mash of cereal grains only saccharified by the diastase of malt and then flavoured by re-distillation with juniper berries and other vegetables ingredients and of a brand which has been notified as an approved brand by notice in the Gazette and in containers labelled with names and address of the owner of the brand, or
            (ii) produced by distillation at least three times in a pot-still from a mixed mash of barley, rye and maize saccharified by the diatase of malt and then rectified by re-distillation in a pot-still after the addition of juniper berries and other vegetable flavouring materials, or
            (iii) produced in the Union of South Africa by distillation from fermentated grape juice and flavoured by re-distillation with juniper berries and other vegetable ingredients;
        (e) methylated or denatured spirits, i.e.,
            (i) mineralized methylated spirits mixed as follows:
                To every 90 parts by volume of spirits nine and one-half parts by volume of wood naphtha and one-half of one part by volume of crude pyridine and to every 100 gallons of the mixture three-eighths of one gallon of mineral naphtha or petroleum oil and not less than one-fortieth of an ounce by weight of powdered aniline dye (methyl violet) and so in proportion for any quantity less than 100 gallons and
            (ii) industrial methylated spirits imported under licence from the Board and mixed as follows:
                To every 95 parts by volume of spirits five parts by volume of wood naphtha and also one-half of one part by volume of crude pyridine to every 100 parts by volume of the mixture and
            (iii) spirits denatured for a particular purpose in such manner as the Board in any special circumstances may permit;
        (f) perfumed spirits;
        (g) rum, i.e., a spirit:
            (i) distilled direct from sugar cane products in sugar growing countries and
            (ii) stored in wood for a period of three years;
        (h) spirits imported for medical or scientific purposes, on such conditions as the Board may prescribe;
            (i) spirits totally unfit for use as potable spirits admitted to entry as such in its absolute discretion by the Board; and
        (j) whisky, i.e., a spirit:
            (i) obtained by distillation from a mash of cereal grains saccharified by the diastase of malt and
            (ii) stored in wood for a period of three years.
    (2) containing more than 48½ per cent of pure alcohol by volume except denatured, medicated and perfumed spirits, and such other spirits which the Board, in its discretion, may allow to be imported subject to such conditions as it may see fit to impose.
38. Weapons of any description which in the opinion of the Board are designed for the discharge of any noxious liquid, gas or other similar substance, and any ammunition containing, or in the opinion of the Board designed or adapted to contain, any noxious liquid, gas or other similar substance.

SCHEDULE 2

*Goods Prohibited from being Imported except as Provided Herein*

| Column I – Article | Column II – Exceptions |
|---|---|
| 1. (a) Advertisements or notices as such or contained in periodicals or books or as labels on packets, bottles, boxes or other enclosures, relating to the treatment of any venereal disease, or any disease or condition in respect of which section 56 (1) of the Poisons and Pharmacy Act prohibits advertisements. or relating to aphrodisiacs.<br>(b) Any packet, box, bottle or other enclosure containing any drug or preparation with which there is any advertisement or notice or on which there is any label, which advertisement, label or notice is prohibited under paragraph (a). | Except advertisements in publications of a technical character for circulation amongst:<br>(a) registered medical or veterinary practitioners;<br>(b) selling dispensers or chemists and druggists;<br>(c) the governing body or managers of hospitals, nursing homes or mental hospitals. |
| 2. All goods which bear a design in imitation of any currency or banknote or coin in current use in Nigeria or elsewhere. | Except books for use in schools. |
| 3. Ammonium nitrate, pure | Except under licence from the Chief Pharmacist in the public service of the Federation. |
| 4. Apparatus which in the opinion of the Board is suitable for the distillation of alcohol or the rectification or redistillation of spirits. | Except such as may be licensed under the Liquor Act. |
| 5. Blank invoices | Except under a licence from the Board. |
| 6. Calcium carbide | Except when enclosed in substantial closed metal vessels with screw press on or lever openings themselves clearly marked, or enclosed in outer packages clearly marked in conspicuous characters with the words 'Calcium Carbide – Dangerous if not kept Dry'. |
| 7. Cyanide of potassium and all poisonous cyanides and their preparations. | Except under licence from the Chief Inspector of Mines or the Inspector-General of Police, and subject to such conditions as they may see fit to impose. |
| 8. Gold coin current in the United Kingdom | Except under licence from the Commissioner. |
| 9. Matches, excluding Bengal, imported from or through territories adjoining Nigeria, overland or by inland waterways. | Except under licence from the Board:<br>Provided, however, that the proper officer may in his absolute discretion allow the importation without licence of a small quantity of matches in baggage for personal use of the importer and not for sale. |
| 10. Motor vehicles and parts thereof fitted or adapted for solid tyres, and solid tyres. | Except under a licence from the Director of the Federal Ministry of Works and Housing. |

| Column I – Article | Column II – Exceptions |
|---|---|
| 11. Motor spare parts and accessories imported from or through territories adjoinjoining Nigeria, overland or by inland waterways. | Except under a licence from the Board: Provided that the proper officer may in his absolute discretion allow the importation without licence of a reasonable quantity of tobacco goods in baggage (if imported for personal use of the importer. and not for sale). |
| 12. Naval, Military. Air Force or Civil accoutrements or uniforms or any dress having the appearance of bearing any of the regimental or other distinctive marks of any such uniform, or which may in the opinion of the proper officer be used to convey the impression that a person wearing the dress holds any office or authority under the Government of the Federation or of a State therein. | Except such as are imported by serving members of Nigerian Armed Forces or with the authority of the Commander-in-Chief of the Armed Forces. |
| 13. Nets,gins,traps,snares, spring guns, missiles containing explosives, apparatus for setting guns and all similar or other mechanical engines or appliances including any parts thereof or accessories thereto designed, calculated or intended to be used or capable of being used to capture, injure or destroy any animal: Provided that no gin or trap or similar article shall be deemed hereby to be prohibited to be imported solely by reason of the fact that it has jaws, if such jaws are not capable of being opened to a greater width than four inches measured at the widest part: Provided further that the decision of the Board shall be conclusive in any dispute which may arise as to what is to be considered a prohibited import within the meaning of this item. | Except such articles as may be imported with the approval of the Board on specific occasions if required for scientific purposes on condition that they are either destroyed or exported from Nigeria after they have been used for the scientific purposes a foresaid. |
| 14. Percussion caps | Except those adapted for use with cap guns. |
| 15. Perfumes (perfumed alcohol) and other perfumery classificable under Import List Item 552-019, imported from or through territories adjoining Nigeria, overland or by inland waterways. | Except under a licence from the Board: Provided that the proper officer may in his absolute discretion allow the importation without licence of a reasonable quantity of perfumes and perfumery in baggage for personal use of the importer and not for sale. |
| 16. Reel-fed rotary ticket printing presses | Except under licence from the Commissioner. |
| 17. Spirits: | |
| (a) of all description | (a) Except in a ship of more than 100 tons register or in an aircraft. |
| (b) in casks or drums | (b) Except under licence granted by the Board and subject to the payment of two shillings and four pence per liquid gallon for every one per cent of pure alcohol in excess of 43 per cent or such other fee as the Commissioner shall from time to time determine. |
| (c) brandy, whisky, rum and gin, other than brandy, whisky, rum and gin imported in miniature bottles as *bona fide* samples in the ordinary course of commercial business and admitted as such in its absolute discretion by the Board. | (c) Except in cases containing 12 bottles of a size known as reputed quart or 24 bottles of a size known as reputed pint or 48 bottles of a size known as reputed half-pint or 96 bottles of a size known as reputed quarter-pint or 192 bottles of a size known as reputed one-eight-pint to measure not less than 1·78 nor more than 2 liquid gallons, or in casks or drums under licence granted in accordance with provision (b) above, such cases, casks or drums to be accompanied by such certificates or declarations in the case of brandy, whisky and rum, that the whole of the liquor is at least three years old and such certificates or declarations, in the case of brandy, whisky, rum and gin, as to the origin and ingredients thereof as the Board may by notice in the *Gazette*, direct. Provided that the proper officer may in his absolute discretion allow the importation of small quantities of brandy, whisky, rum or gin unaccompanied by such certificates or declarations where he is satisfied that they are for the personal use of the importer and are not for sale. |
| (d) Denatured, other than methylated spirits as defined in Schedule 1, totally unfit for use as potable spirits. | (d) Except under licence from the Board. |
| (e) Methylated, industrial, as defined in sub-paragraph (ii) of paragraph (e) of item 37 (1) of Schedule 1. | (e) Except under licence from the Board. |
| (f) Spirits imported for medical or scientific purposes. | (f) Except under licence from the Board. |
| 18. Tear gas | Except under licence from the Commissioner |
| 19. Terne-plate and all goods made of terne-plate. | Except under licence from the Import Licensing Authority. |
| 20. Tobacco goods, namely – unmanufactured tobacco, cigars, cigarettes and other unmanufactured tobacco imported from or through territories adjoining Nigeria overland or by inland waterways. | Except under a licence from the Board: Provided that the proper officer may in his absolute discretion allow the importation without licence of a reasonable quantity of tobacco goods in baggage (if imported for personal use of the importer, and not for sale). |
| 21. Machines for duplicating keys | Except under licence from the Inspector-General of Police and subject to such conditions as he may see fit to impose. |
| 22. Salk anti-poliomyelitis vaccine | Except under licence from the Chief Medical Adviser to the Government of the Federation. |
| 23. Used clothing, that is to say, all wearing apparel, body linen, bedding and blankets which have been in use, to be sold or distributed in Nigeria. | Unless accompanied by a certificate of disinfection issued by such authority, and containing such particulars, as the Federal Commissioner charged with responsibility for matters relating to health may determine or, in the absence of such certificate, unless disinfected to the satisfaction of an officer authorized by that Commissioner for the purposes of this provision. |
| 24. Any gambling or gaming machine or other mechanical device designed or able to be used for gambling and capable of being operated automatically or by means of a lever or other device whatsoever, by any person after the insertion of a coin or token. | Except under licence from the Commissioner. |

## SCHEDULE 3

*Goods which may be imported without a Licence from the Import Licensing Authority*

1. Goods belonging to the Nigerian Army, Military or Air Force
2. *Bona fide* commercial travellers' samples or patterns, the property of commercial travellers who are or are to be in Nigeria at or within a reasonable time after the time of importation
3. Personal effects which are the property of passengers and are contained in their baggage, and which the Board of Customs and Excise may in its discretion accept as such
4. Nigerian returned goods

**Explanatory Note:**

This Order supersedes the Imports Prohibition Order 1959, and revokes all the existing Imports Prohibition Orders made under Section 22 of the Customs and Excise Management Act 1958. The Order provides that the importation of all goods set out in Schedule 1 of the Order are absolutely prohibited, and therefore a licence cannot be granted by the Import Licensing Authority for the importation of any goods mentioned in that Schedule. The importation of the goods set out in Schedule 2 of the Order are restricted to the extent therein mentioned. Schedule 3 of the Order makes general provisions as respects certain goods which may, as specified in that Schedule, be imported without a licence.

Any inquiries relating to this notice should be addressed to the Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 741/2/3).

## PHILIPPINES

## *Visa concessions*

IN FUTURE, holders of United Kingdom and Colonial passports will be admitted into the Philippines without a visa, *as tourists*, for a period of three weeks. This is subject to visitors having tickets and reservations for an onward or return journey. This concession also applies to holders of passports issued in Hong Kong and other British colonies.

Any inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 313, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253).

## A LIBRARY FOR EXPORTERS

*Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade* **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

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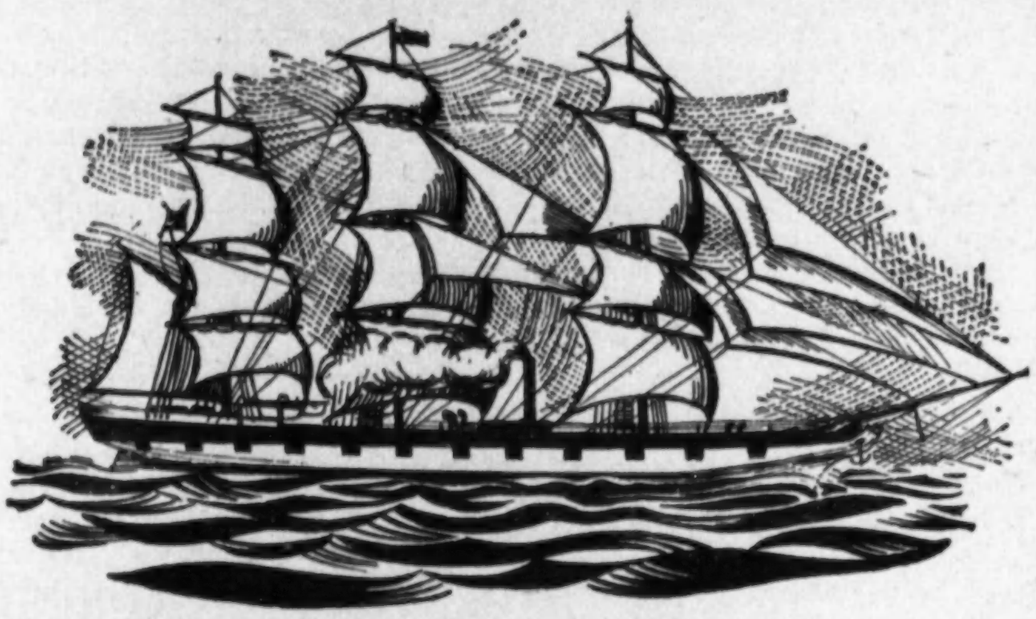

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## INDONESIA

### *Improvement and reforms in trade, monetary and fiscal policies*

THE INDONESIAN Government has announced changes in the Import and Export Regulations with effect from April 17, 1970. These are as follows:

**Imports into Indonesia**

1. A Letter of Credit is needed for all imports except household goods, goods imported through a bonded warehouse and goods for foreign investment projects. An import licence and fiscal certificate are also needed.
2. Free parcelled goods must not exceed a value of US$100. Those exceeding that value must be covered by a Letter of Credit.
3. Payments to Dana Egalisai are abolished. So are the charges to the Customs Administration and the KPP charge.
4. The PI (Import Statement) is abolished. The main Import document is now the KPP (Keterangan Pemasukan Pakean) of which only six copies are now needed.
5. A variety of Bank Charges are reduced to 0.5 per cent.

**Exports from Indonesia**

Changes to the export regulations involve the abolition of export commodity classifications and of the system of BE and DP in foreign exchange. The 5 per cent export duty is also removed and exporters will receive 90 per cent of export proceeds, surrendering the remaining 10 per cent to the Government except for handicrafts and manufactured goods which retain the full amount. The ADO system is replaced by a compensatory contribution in Rupiahs from the Central Government to the Provinces. For export transactions only one form is now necessary. Bank charges are reduced to 0.5 per cent.

**Foreign exchange**

BE and DP foreign exchange are replaced by Devisa Umum (general foreign exchange) and Devisa Kredit (Credit Foreign Exchange). The DU rates will be determined by supply and demand and the DK will be fixed at the rate of Rps 326 to the US dollar. All BLLD regulations on foreign exchange no longer apply.

Copies of the circulars detailing these changes can be obtained from Commercial Relations and Exports Division, Board of Trade, Room 313, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2253).

## NEW ZEALAND

### *Customs tariff changes (1)*

DETAILS are given below of changes in the New Zealand Customs Tariff which came into effect on April 17, 1970:

| Number | Description | Unit | Rates of Duty | | |
|---|---|---|---|---|---|
| | | | British Preferential | Most Favoured Nation | General Tariff |
| 82.04 | Hand tools, including mounted glaziers' diamonds, not falling within any other heading of this Chapter; blow lamps, anvils; vices and clamps, other than accessories for, and parts of, machine tools; portable forges; grinding wheels mounted on frameworks (hand or pedal operated): | | | | |
| | Hand tools: | | | | |
| | Oil cans: | | | | |
| 82.04.76 | Pressure force feed of capacities not exceeding 1¼ pints | Doz. | 25%<br>Can 35% | 50% | 60% |
| 82.04.79 | Other | Doz. | 25%<br>Aul. Can. } 35% | 50% | 60% |

The following items were revoked on April 17, 1970:

82.04.76 82.04.79

Any inquiries regarding this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

## ECGD LOCAL ADDRESSES

*The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2* (606 6699). *The department has 20 local offices in various parts of the United Kingdom. A list is given on page 488 of February 25 issue of the* Board of Trade Journal.

# Customs tariff changes (2)

DETAILS are given below of changes in the New Zealand Customs Tariff which came into effect on March 13, 1970:

Chapter 82
Tools, implements, spoons and forks, of base metal; parts thereof.

| Number | Description | Unit | Rates of Duty | | |
|---|---|---|---|---|---|
| | | | British Preferential | Most Favoured Nation | General Tariff |
| 82.01 | Hand tools, the following: spades, shovels, picks, hoes, forks and rakes; axes, bill hooks and similar hewing tools; scythes, sickles, hay knives, grass shears, timber wedges and other tools of a kind used in agriculture, horticulture or forestry: | | | | |
| | Spades, shovels, picks, hoes, forks and rakes: | | | | |
| 82.01.61 | Forks | Doz. | Free | 17½% | 30% |
| | Hoes and rakes: | | | | |
| 82.01.62 | As may be determined by the Minister | Doz. | 20%† | .. | 20%† |
| 82.01.69 | Other | Doz. | Free | .. | Free |
| | Axes, bill hooks and similar hewing tools: | | | | |
| 82.01.71 | Axes, hatchets, adzes | Doz. | Free | 17½% | 30% |
| 82.01.72 | Slashers | Doz. | 20% | .. | 45% |
| | Other kinds: | | | | |
| 82.01.73 | As may be determined by the Minister | Doz. | 20%† | .. | 20%† |
| 82.01.79 | Other | Doz. | Free | .. | Free |
| | Scythes, sickles, hay knives, grass shears, timber wedges and other tools of a kind used in agriculture, horticulture or forestry: | | | | |
| 82.01.81 | Hedge knives | Doz. | Free | 17½% | 30% |
| 82.01.82 | Pruning shears | Doz. | Free | .. | Free |
| 82.01.83 | Garden trowels | Doz. | Free | .. | Free |
| | Other kinds: | | | | |
| 82.01.84 | As may be determined by the Minister | Doz. | 20%† | .. | 20%† |
| 82.01.89 | Other | Doz. | Free Aul. 8%† | .. | Free |

†Or such lower rate of duty as the Minister may in any case direct.

The following items were revoked on March 13, 1970:

| | | | |
|---|---|---|---|
| 82.01.31 | 82.01.35 | 82.01.41 | 82.01.53 |
| 82.01.32 | 82.01.36 | 82.01.49 | 82.01.54 |
| 82.01.33 | 82.01.37 | 82.01.51 | 82.01.59 |
| 82.01.34 | 82.01.38 | 82.01.52 | |

Any inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

# Emergency Protection Authority

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods: Wooden Tool Handles.

Details of the tariff item, under which the above-mentioned goods are dutiable, are given below:

| Tariff Item | Unit | British Preferential | Most Favoured Nation | General |
|---|---|---|---|---|
| 44.25.04 | Doz. | Free | Free | Free |

The Emergency Protection Authority is required to report to the Minister by May 29, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protion Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc., P.O. Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade,' telephone: Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 821/69.

# Tariff and Development Board report

COPIES of the following New Zealand Tariff and Development Board report have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 749/69.

| Tariff Item | Description |
|---|---|
| 63.02.00 | Used or new rags, scrap twine, cordage, rope and cables and worn-out articles of twine, cordage, rope or cables |

# 1970/71 import licensing schedule

THE NEW ZEALAND import licensing arrangements for the year July 1, 1970, to June 30, 1971, have been announced. Licences for most of the goods for which a basic or token licence entitlement is allocated will be 105 per cent of the value of 1969/70 licences, but allocations will remain constant for those products for which licences are issued in quantitative terms. In a very few cases allocations have been cut. Goods valued at about NS$75,000,000 will be exempt from import licensing in 1970/71. Details of these items can be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Any inquiries arising from this notice should also be addressed to the above department.

## AUSTRALIA

# Dumping Tariff Board inquiry on toluene and xylene

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether toluene (tariff items 27.07.491, 27.07.492, 27.07.499, 29.01.11 or 29.01.19) and xylene (tariff items 27.07.591, 27.07.599, 29.01.11 or 29.01.19) have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;
(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

This matter has been reported by the British High Commission at Canberra which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than June 1, 1970. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting ref. No. CRE 841/70.

## OPPORTUNITIES FOR EXPORTERS

*Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the* Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

## PERU

### *Imports of toys and games*

PERUVIAN SUPREME Resolution No. 213-70-ED of March 25, 1970, modifies Supreme Resolution 1206 of December 23, 1969 (see page 479 of the *Board of Trade Journal* dated February 18, 1970).

The criteria will continue to be that toys and parlour games which damage the moral, intellectual and civil development of infants and children or the historical and cultural heritage of the country, and which distort historical accuracy, will be prohibited. An *ad hoc* Commission presided over by a representative of the Ministry of Education, with a representative of the Customs and Ministry of Commerce and Industry, will judge whether particular toys should be prohibited. It will be the responsibility of the Customs to take the initiative in deciding whether a toy should be submitted to the Commission for judgment.

Copies of a translation of the Supreme Resolution may be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

### *Customs tariff amendment*

THE FOLLOWING NEW TARIFF sub-heading was created by Peruvian Supreme Resolution No. 0118-70, and took effect from April 5, 1970.

| Tariff No. | Description | Unit | Rate of Duty | |
|---|---|---|---|---|
| | | | Specific | *Ad valorem* |
| | | | (Gold Soles) | |
| 90.03 | Frames and mountings, and parts thereof, for spectacles, pince-nez, lorgnettes, goggles and the like: | | | |
| 2 | Parts: | | | |
| 2.03 | Of base metals. Consigned to factories already established in the country and with previous authorization of the Director General of Industry | KL | 50·00 | 30% |

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## BRAZIL

### *Changes in customs tariff and import duties*

UNDER Brazilian Resolution No. 739 of February 4, capital goods destined specifically to the enlargement, installation and completion of shipyards and docks, when forming part of projects approved by the Merchant Marine Commission (SUNAMAM), may be exempt from import duties.

Resolution No. 745 of February 4 exempts from import duty 384 tons dry weight of vegetable rubber of types RSS 1 and RSS 2, included in sub-item 40-01 of the Customs tariff, to be imported within the individual quotas established by the Rubber Superintendency and with its authorization.

Under Resolution No. 747 of February 4 exemption from import duty may be granted to equipment machinery apparatus and instruments and accessories, spare parts etc., for improving the quality of and for processing leather, for removal of hide from cattle, and for the shoe industry in general, in connection with industrial projects which have been approved by the Executive Group for the Leather Industries (GEICAL), up to November 21, 1970.

Resolution No. 744 of January 4 permits exemption from import duty on equipment accessories etc., designed for the manufacture of products of the light engineering precision industry, in connection with projects which have been approved by the Executive Group of the Machinery and Equipment Industry (GEIQUIP) until November 21, 1970. The exemption does not cover goods with a national similar.

Resolution No. 750 exempts from import duty a quota of 300,000 tons of white spirit for the production of town gas, included in sub-item 27-10-001 of the Customs tariff, to be distributed in accordance with the criteria adopted by the Foreign Trade Department of the Bank of Brazil (CACEX). The Resolution was published on March 4, 1970 and is valid for a period of one year.

Copies of translations of the above Resolutions may be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 and 476).

### *Currency reform*

IN ACCORDANCE with Central Bank of Brazil Resolution No. 144, with effect from May 15, 1970 the basic unit of the Brazilian monetary system will be called the cruzeiro which will be written Cr$. The hundredth part of a cruzeiro will be called a centavo and will be written as a decimal fraction of the cruzeiro, being separated from the cruzeiro figure by a comma.

## UNITED STATES

### *Barbers' chairs*

THE *Board of Trade Journal* of January 21, 1970 gave notice of a United States Tariff Commission investigation into imports of barbers' chairs. The Commission findings were equally divided on the two queries involved which were:

(a) whether there should be an increase in import duty
(b) whether the domestic industry should receive adjustment assistance relief.

Reports on the results of the investigations are available from the Secretary, United States Tariff Commission, Eighth and East Street, N.W. Washington, D.C. 20436.

Inquiries about the above notice should be addressed to (United States Section) Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), ref. FR 24.4.70.

### *Motor vehicle safety standard: side door strength of passenger cars*

THE *Board of Trade Journal* of October 7, 19 gave notice of proposed rulemaking in the United States concerning a possible standard limiting the amount of intrustion on exterior impact of vehicle and other structures into passenger compartments. In addition, notice of a proposed consumer information regulation

on side door strength was given in the *Journal* on February 4, 1970 which would require manufacturers of passenger cars to supply information on the resistance to penetration of their vehicle.

The United States National Highway Safety Bureau has now announced proposals for a new motor vehicle Safety Standard, which would set minimum strength requirements for side doors of passenger cars on the basis of a test similar to that specified for the consumer information requirement.

Interested parties are invited by the Bureau to submit data, views and arguments on the proposed regulation details of which may be obtained from the Board of Trade, Commercial Relations and Exports Department (United States Section), 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), ref. FR 23.4.70.

## *Motor vehicle safety standard: tyre and rim sizes for passenger cars*

THE *Board of Trade Journal* of March 25, 1970 gave notice of an amendment to appendix A of Standard 109 and 110 relating to tyre sizes and rim sizes for use on passenger cars.

The United States National Highway Safety Bureau has now announced additions to appendix A and details about the above notice may be obtained from Export Data Branch, Tariff Division, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 456, 457, 458), ref. FR 23.4.70.

## *Motor vehicle safety standard: new pneumatic tyres*

AN INVESTIGATION by the United States National Highway Safety Bureau has disclosed that a number of defective tyres, graded unfit for highway use have been sold as normal highway use tyres. To control the reclassification of tyres and to provide a reliable enforcement programme it is proposed that the tyre Standard be amended to require the branding and labelling of defective tyres and that all manufacturers report periodically the number sold and the names of distributors or dealers who purchase them.

Interested persons are invited to submit written comments to National Highway Administration.

Inquiries about the above notice should be addressed to Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 456, 457, 458), ref. FR 22.4.70.

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**Northern Region**
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
M. J. Maddigan (acting), Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ (Tel. Newcastle 27575. TELEX 53178.

**Yorkshire and Humberside Region**
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
M. Barrett (acting), City House, New Station Street, Leeds, LS1 4JQ (Tel. Leeds 38232. TELEX 55472).

**North Western Region**
Cheshire, the High Peak District of Derbyshire (viz., the borough of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, M1 4AT (Tel. 061 236-2171. TELEX 66104).

**Midland Region**
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln, Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire).
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham 15 (Tel. 021-643 8221. TELEX 337021).

**Eastern Region and London (E, EC, N, WC postal districts)**
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L. C. W. Figg, Cromwell House, Dean Stanley Street, London, S.W.1 (Tel. 01-828 6271. TELEX 25991).

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**South Western Region**
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire,
L. Eggleton, MBE, The Pithay, Bristol BS1 2NE.
(Tel. Bristol 21071. TELEX 44214).

**Wales**
The whole of Wales and Monmouthshire.
G. T. Plant, Government Buildings, Gabalfa, Cardiff, CF4 4YL.
(Tel. Cardiff 62151. TELEX 49267).

**Scotland**
The whole of Scotland.
V. F. Kimber, 314 St. Vincent Street, Glasgow, C3.
(Tel. 041-248 2855. TELEX 77583).
District Office: 29a High Street, Inverness.
(Tel. Inverness 30867).

**Northern Ireland**
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY (Tel. 34488. TELEX 74578).


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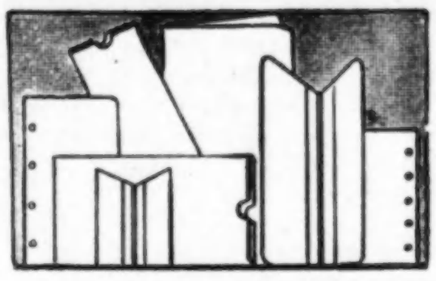

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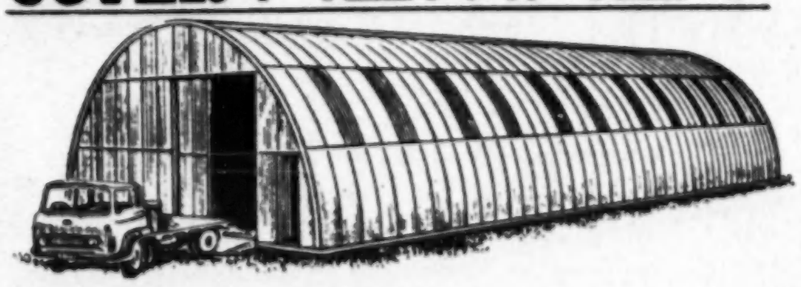

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